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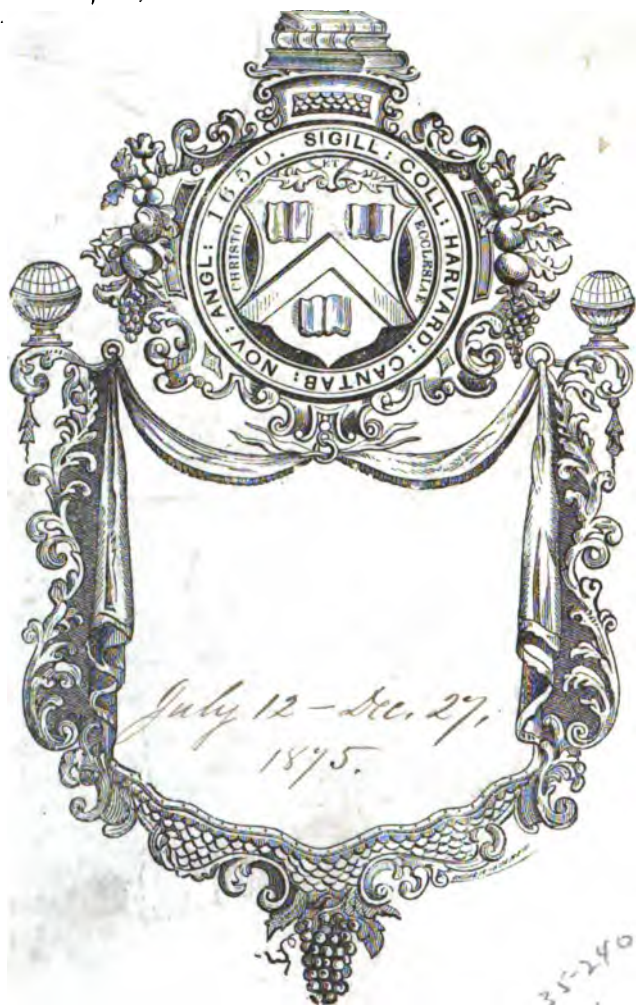
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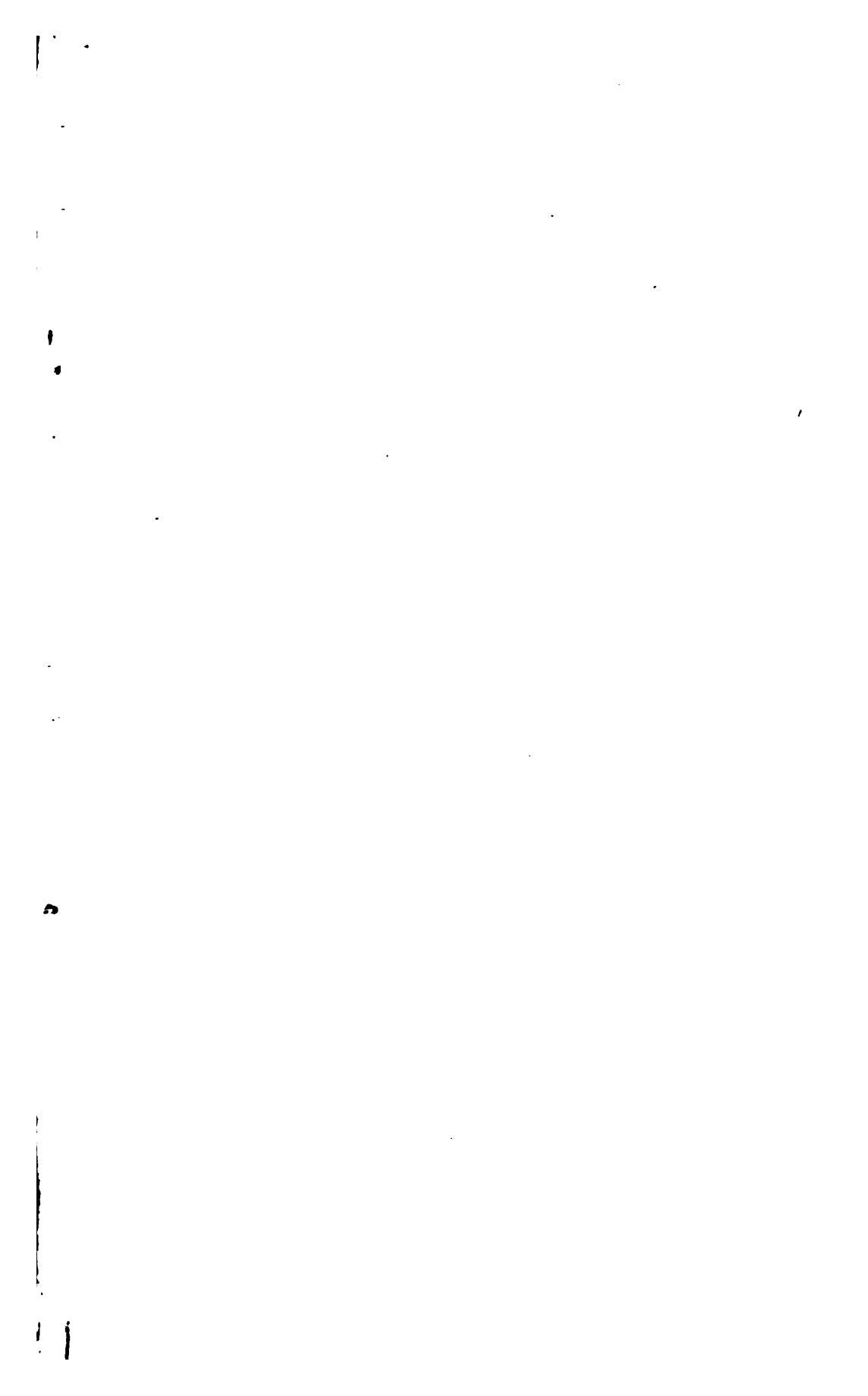
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THE
PUBLISHERS' WEEKLY

A JOURNAL

SPECIALLY DEVOTED TO THE INTERESTS OF THE
BOOK AND STATIONERY TRADE.

WITH WHICH IS INCORPORATED THE
AMERICAN LITERARY GAZETTE AND PUBLISHERS' CIRCULAR

ESTABLISHED IN THE YEAR 1852.

*OFFICIAL ORGAN OF THE PUBLISHERS' BOARD OF TRADE, AND THE AMERICAN
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THE
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Vol. VIII., No. 1.]

NEW-YORK, JULY 3, 1875.

[Whole No. 181.]

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of doing Business

Will Largely Increase

Our List of Patrons.

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BOOK FAIR SUPPLEMENT.

The Convention and the Fair.

If nothing else had been done in the year and a half since a few "reformers" met at Cincinnati and set on foot the first general organization of the American book trade, than to get the trade together as by all signs it is coming together, at the Niagara Convention and the New-York Fair, an important work would nevertheless have been accomplished. There is no trade which more needs that enthusiasm for work which comes of feeling that you are one of a great host that is working, shoulder to shoulder, to do something in the world. And the something which the bookseller has to do is a very important something. He is right hand to the author's brain. In getting people to read books, he is doing them true service, and the trade is thus fulfilling the patriotic duty of educating the community, at the same time that it is earning its bread and butter. Perhaps, until the reform is consummated, we had better say simply its bread.

Now, there is no doubt that the quantity and quality of books sold depends, in considerable measure, upon how hard and how wisely the bookseller tries to sell them. If he isn't interested in his business, if he finds it's "no use to try," the books won't be sold. Some people will buy any way; but many others will not. Some of the wisest heads in the trade believe that the book business could be almost doubled in this country if retailers were as bright as they might be, under a wholesome trade feeling and policy. The trade in books bears no comparison to that in an article of mere luxury, such as jewelry. The first important step is to get the trade together, so that it may know and feel its unity.

We have high hopes from the wisdom of the Niagara Convention, to which we look for action that will make bookselling pay. This accomplished, the Book Fair is a grand means for keeping the trade alive to its work. The first one is, of course, an experiment. It may not be at the best time of the year, or there may be other defects in the first planning. But these will correct themselves. Its idea is thoroughly good, and we believe it will, however modified, become a permanent feature of the trade. It has already accomplished a positive good in doing away with the trade sales, which

were demoralizing and should never be revived. The retailer is no longer tempted, by the hasty chance of a "bargain," to buy three or four times as many copies as he can place, and to lock up his capital in them on his shelves. He can buy cautiously and knowingly, and balance his stock as he should. And, ultimately, we expect the Fair to be acknowledged the great event of the year to the whole trade, and a means of inspiration to it to do its best "all the year round." So we welcome all to the Convention and the Fair.

An Index to the Reform.

We give below, for present reference, an index to the numbers of the PUBLISHERS' WEEKLY in which the important papers in relation to the reform are to be found:

Report of the Cincinnati Convention, Feb. 12th, 13th, 1874. No. 110, Feb. 21st, 1874.
 Report of Put-in Bay Convention, July 21-23d, 1874, including organization of A. B. T. A. and Western Booksellers' (Jobbers') Association, Supplement. No. 124, Aug. 8th, 1874.
 Organization of the Central Booksellers' Association, with constitution, etc. No. 142, Oct. 3d, 1874.
 First Regular Meeting of C. B. A. No. 144, Oct. 17th, 1874.
 Publishers' Board of Trade, 20 per cent rule. No. 147, Nov. 7th, 1874.
 Boston Meeting, extra. No. 149, Nov. 21st, 1874.
 Report of Committee on Book Fair. No. 160, Feb. 6th, 1875.
 Central Booksellers' Association Meeting, with Lippincott correspondence, report of Philadelphia meeting, and list of signatures to 20 per cent rule; supplement. No. 162, Feb. 20th, 1875.
 Lippincott "new basis". No. 167, Mar. 27th, 1875.
 Article on German Book Exchange. No. 168, April 3d, 1875.
 Report of Committee on Assemblies, reply to Lippincott platform, and letter of "Facts" on "The Business Morality of Underselling". No. 170, April 17th, 1875.

Arrangements for the Convention.

THE Committee on Assemblies give notice that the Convention will be opened Tuesday afternoon, July 13th, at 3 o'clock, with an address by President Randolph. Arrangements have been made to hold the general meetings in the Pavilion, Prospect Park, near the Falls, at a single entrance-fee of twenty-five cents for each member for the whole time. During convention week there will be special meetings of the law, medical, Catholic, and Sunday-school publishers, the representatives of the religious publication societies, jobbers, and any other special interests, places and time to be designated at the Convention.

Head-quarters at Niagara will be at the International Hotel, which offers the most favorable terms to members of the trade; the Cataract and Spencer Houses also make some reduction in their terms, as does the Tift House at Buffalo. At New-York, during the Book Fair, which it is hoped will be attended *en*

masse by those present at the Convention, the Grand Central Hotel will be headquarters, at greatly reduced rates; the Metropolitan will also make some reduction. These reductions cover only the time of the Convention and Fair. The committee does not undertake to make specific arrangements as to rooms, etc., at the hotels, so that those desiring special accommodations should apply to the respective proprietors directly, by letter.

A special train for the accommodation of those attending the trade Convention, will leave New-York *via* the Erie Railway, on Monday evening, July 12th, by the ferry at foot of Twenty-third street, at 6.30 P.M., or foot of Chambers street at 7 P.M. Tickets for the round trip, \$10, to be obtained at the ticket-office on presentation of the certificate of the Committee on Assemblies. The tickets are good on any train; but it is urged that as many as possible will avail themselves of the special train, where superior arrangements will be made for their comfort, and an opportunity for mutual acquaintance and interchange of views will be afforded. Those who expect to take this train will please notify the committee at the earliest possible moment; and members who intend to take their families by this train will please state the accommodations required, that if a sufficient number apply a special sleeping-car may be set apart for families. Any members of the trade who prefer to leave the day before at the same hour will also please notify the Committee, and, if the number warrant, a special car will be dispatched on Sunday night also. The special train for the return will be so arranged as to afford the finest views of the glorious scenery on the Erie Railway.

No reductions by Hudson River and Central R.R. have so far been obtained, though the Albany boats issue round-trip tickets between New-York and Albany at \$3 (regular rate after July 1st, \$2 each way), good on either day or night line.

Those coming from the East may obtain excursion tickets to New-York *via* Norwich Steamboat Company, at \$6 from Boston or Worcester. Unless arrangements are made later, local fares must be paid to those points.

Arrangements for the West so far made are: From Toledo and Detroit, by Canada Southern R.R., to Niagara, round trip at rate one way, from Toledo, \$8.25, on application to George B. Brown; Columbus, round trip tickets to Niagara, \$13.90, good July 8th to October 31st; Cleveland, *via* Lake Shore R.R., round-trip tickets to Niagara at two cents per mile, good from July 12th to August 1st; Indianapolis, excursion tickets *via* C. & C. R.R. at two cents per mile; Cincinnati, excursion tickets *via* A. & G. W. R.R. to Niagara, thence to New-York and back, \$25—see also rates *via* C. & C. R.R.; Dubuque, round trip to Chicago *via* Chicago, Clinton, and Dubuque R.R., \$12.30, time unlimited—rates from Chicago to be announced; St. Louis, excursion tickets to Niagara, *via* T., W. & W. R.R., on application to Mr. Baker, at \$20, good till September 1st.

Visitors from the South will find accommodations as follows: From Washington, excursion tickets to Niagara, *via* Pa. R.R. & Northern Central, \$19.25, good till Nov. 1st—but this necessitates breaking the route to get to Book Fair; Richmond, round trip to Baltimore, *via* Richmond, York River & Chesapeake R.R. (in-

cluding a delightful steamboat trip on Chesapeake Bay), \$5—rates from Baltimore to be announced; New-Orleans, excursion tickets, *via* Chicago, St. Louis & N. O. R.R., to Niagara, \$60; good until Oct. 1st—members may possibly do better by buying only to St. Louis; Galveston, round trip tickets, through J. E. Mason, \$67.50.

This information, with particulars as to hotel rates, etc., which the Committee is not permitted to advertise publicly, is given in the invitation and circular now being distributed very widely through the trade by post; later arrangements will be announced through the WEEKLY as soon as concluded. As a rule, those coming from smaller places must make individual arrangements to the centres, having previously applied for the reductions thence to the local agents of the Committee, from whom the method of obtaining these reductions must be learned. The Committee can not assist those coming and going by different routes, except between New-York and Niagara. From any place not covered by the Committee, it would advise the purchase of the general excursion tickets to Niagara offered by most of the roads at low terms.

Certificates are now being sent out by the Committee on Assemblies to all members of the trade who desire to attend the Convention and Fair. These entitle the holder to the hotel reductions, will assist him, and are in many cases necessary, to procure the special railroad rates, and give him the benefit of many reductions in the cost of sight-seeing at Niagara, besides admitting him to the Convention. They are sent free of charge to all members of the trade making application (care of THE PUBLISHERS' WEEKLY), and it is desired that all who can will apply before reaching Niagara.

The Committee wishes to state that it is impossible for separate answers to be made to all the detailed letters of inquiry addressed to its members, and begs that these statements may be received in lieu thereof. All members of the trade, whether members of the A. B. T. A. or not, are invited and urged to take part in the Convention, and all who desire to promote reform are asked to impress upon the trade in their vicinity the importance of being present. Extra circulars for distribution will be freely sent, if application is made. Booksellers intending to visit the Eastern trade centres during the year will find it to their interest to come now, when low hotel and railroad rates on the one hand, and the extra inducements of the Book Fair on the other, make it doubly advantageous.

LOCAL AGENTS.

Boston: William Lee, Messrs. Lee & Shepard.
 New-York: A. C. Barnes, Messrs. A. S. Barnes & Co.
 Albany and Troy: Joseph Knight, Messrs. H. B. Nims & Co. (Troy).
 Rochester: Messrs. Steele & Avery.
 Buffalo: Martin Taylor.
 Philadelphia: George Remsen, Messrs. Claxton, Remsen & Haffelinger.
 Baltimore: John B. Piet, Messrs. Kelly, Piet & Co.
 Washington: William Ballantyne.
 Pittsburg: S. A. Clarke & Co.
 Cincinnati: C. S. Bragg, Messrs. Wilson, Hinkle & Co.

Columbus: Isaac C. Aston.
 Cleveland: Ingham, Clarke & Co.
 Chicago: E. L. Jansen, Messrs. Jansen, McClurg & Co.
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 Burlington, Iowa: Wesley Jones.
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 Dubuque: G. B. Grosvenor, Messrs. Grosvenor & Harger.
 Rock Island: R. Crampton.
 St. Louis: Gray, Baker & Co.
 Nashville: A. Setliff.
 Dayton: A. F. Payne, Messrs. Payne, Holden & Co.
 Toledo: George Brown, Messrs. Brown & Faunce.
 New-Orleans: James A. Gresham.
 Galveston: J. E. Mason.
 Atlanta: F. G. Hancock, Messrs. Burke, Hancock & Co.
 Richmond: J. T. Ellyson.
 San Francisco: S. H. Bonesteel, Messrs. J. G. Hodge & Co.

A Plan of the Fair.

As we write, Messrs. George A. Leavitt & Co. are busily at work in fitting up the commodious rooms they have secured, and assigning spaces to publishing members of the Exchange.

The temporary annexation of the Mercantile Library Reading-Room gives them the full second floor of Clinton Hall, 150 x 75, and here will be all the publishers. Up-stairs, a large room like the regular salesroom is reached directly from the latter, and this is to be occupied by the manufacturing stationers and chromo publishers. We hope to give, in a number previous to the Fair, a plan of the location of houses—possibly we may be able to insert it in the later copies of this supplement.

Platform

OF THE CONVENTION AT CINCINNATI, O., FEBRUARY 12-13, 1874.

THE American Book Trade Union, in convention assembled, declares its belief that the interests of the public, the publisher, the jobber, and the retailer alike demand reform from the evils that now cripple the trade. Believing that the office of the bookseller is an important one in the true progress of the country, and that the interest of publishers also demands a thorough, capable, and effective distributing system which shall include retailers at every place that can support a bookstore, it sees that this result can be had only by the abandonment of the present unprofitable and fictitious trade system, and a return to one based on sound business principles, giving the public their books cheaper, and the dealer such fair advantages as he who devotes his capital, ability, and time to any business has a right to expect. It does not desire to stifle by combination the competition of enterprise and ability which is the life of trade, but seeks simply to unite the trade under a healthful and rational system of prices and discounts, which shall make it possible for able and use-

ful men to remain in the trade, and supply to the younger generation some incentive to educate themselves rightly for a trade which should offer the double opportunity of a high order of usefulness to the community and fair pecuniary return. Looking, therefore, to the adoption of such a policy as shall secure the interests and prosperity of all, it respectfully offers to the publishers—who, being few in number, centralized in position, and in other respects the heads of the trade, are the proper parties to inaugurate the reform—the following suggestions:

1st. That the present system of professional discounts should be discountenanced and abolished by all book dealers, and no discounts from retail price be made to any persons outside the regular trade.

That the only exception, and that advisable as a matter of present expediency, should be in the first introduction and exchange of school-books, which should be done through the resident trade or the publisher's traveling agent; the time for introduction prices being limited to thirty days.

That wholesaling *live* books to newspapers for premiums is especially detrimental to the trade.

2d. That the trade sales are a leading cause of the present demoralization, and detrimental to the interests of the whole trade, an evil which should be remedied by publishers declining to contribute, and by dealers generally abstaining from buying.

3d. That the publishers' practice of sending books by mail upon receipt of published price is an injustice to local dealers which can be fairly remedied by an additional charge of 10 per cent for postage.

4th. That to assure permanence in these reforms, the retail price of books should be reduced so that the largest discount under any circumstances could not exceed one third.

PLEDGE.

Whereas, We all recognize that underselling is the crying evil of the book trade, and that this evil is the result of the exorbitant retail prices of books, the large discounts made to the trade by publishers, and the book trade sales, and

Whereas, We have, by resolution, respectfully but earnestly requested publishers to lessen these prices and discounts and abolish trade sales; therefore

Resolved, That, as retailers, jobbers, and publishers, we pledge ourselves to use all reasonable endeavors to maintain and protect publishers' retail prices.

American Book Trade Association.

OFFICERS.

President:

A. D. F. Randolph, New-York.

First Vice-President:

Isaac C. Aston, Columbus.

Second Vice-President:

Martin Taylor, Buffalo.

Third Vice-President:

H. H. West, Milwaukee.

Treasurer :

Timothy Nicholson, Richmond, Ind.

Corresponding Secretary :

James S. Baker, New-York.

Recording Secretary :

John H. Thomas, Dayton.

Executive Committee :

William Lee, Boston.

A. F. Payne, Dayton.

W. D. Baker, St. Louis.

E. L. Jansen, Chicago.

George H. Smith, Detroit.

W. S. Appleton, New-York.

C. S. Bragg, Cincinnati.

A. Setliff, Nashville.

W. Jones, Burlington, Iowa.

T. A. Andrews, Cleveland.

Committee on Assemblies :

Isaac E. Sheldon, New-York.

Joseph Knight, Troy.

A. C. Barnes, New-York.

Henry Holt, New-York.

R. R. Bowker, New-York.

Arbitration Committee.

Robert Clarke, Cincinnati.

George Remsen, Philadelphia.

George B. Brown, Toledo.

S. A. Clarke, Pittsburg.

R. Crampton, Rock Island.

Finance Committee.

S. T. Bowen, Indianapolis.

B. H. Ticknor, Boston.

G. B. Grosvenor, Dubuque.

George E. Stevens, Cincinnati.

W. H. Gross, Hartford.

Constitution**OF THE AMERICAN BOOK TRADE ASSOCIATION.**

1. The name of this organization shall be "The American Book Trade Association."

2. Its object shall be the promotion of the interests of the book trade in the United States, and the improvement of its methods of doing business.

3. Its officers shall be a President, three Vice-Presidents, a Treasurer, a Recording Secretary, and a Corresponding Secretary ; to be elected at the annual meeting of the Association, by a majority of the members present. Their duties shall be the usual duties of such officers.

4. Its permanent committees shall be elected in the same manner and at the same time as the officers, and shall consist of—

An Executive Committee, of ten ;

A Committee on Assemblies of the Trade, of five ;

A Committee of Arbitration, of five ;

A Committee on Finance, of five.

5. The Treasurer shall give bonds to the President, in the sum of \$1000, and shall pay out moneys only on the order of the Chairman of the Finance Committee.

6. The duties of the Executive Committee shall be the general oversight of the affairs of the Association, and to attend to all business not specially given to any other committees.

7. The Committee on Assemblies of the

Trade shall select the places and make all necessary preparations for holding the regular and other meetings of the Association, and shall notify all members of the same in due season, by their Secretary.

8. The Committee on Arbitration shall take cognizance of all complaints made against members, for alleged infractions of the by-laws. They shall endeavor, if possible, to reconcile the parties, and if not successful, shall publish, in the official organ of the trade, a complete statement of the case, with their conclusions, and present the same to the Association at its next meeting.

9. The Committee on Finance shall devise ways and means for paying the necessary expenses of the Association ; shall be empowered to levy assessments in addition to the annual dues, if necessary, not to exceed \$3 on each member in any one year, and shall audit the Treasurer's accounts.

10. The officers and committees shall hold office for one year, or until their successors are elected.

11. The annual meeting of the Association shall be held commencing on the second Tuesday in July of each year ; and special meetings may be called by the President on the unanimous request of the Executive Committee.

12. Any publishing or bookselling firm, or author, may become a member by signing this Constitution, and paying annually the sum of two dollars.

13. The Executive Committee of this body shall have the power to fill all vacancies that may occur in committees, and each committee shall have authority to delegate its powers to one or more persons.

14. This Constitution may be amended at any meeting by a two-thirds vote.

Platform**OF THE CONVENTION AT PUT-IN BAY, O., JULY 21-23, 1874.**

Whereas, The retail booksellers of this country are a most important element of civilization, second only to the church and school-house, and no village or town can be thoroughly prosperous which does not contain at least one good bookstore where the best literature of this country and the world is attractively displayed ; and

Whereas, The late controversies and distractions existing in the book trade, and the custom which has grown up on the part of the publishers and larger city dealers of selling books to private consumers at very nearly the same rate at which the local bookseller can purchase them, has rendered it impossible for the local dealer to successfully invest his capital in a stock of books to meet and develop the wants of his own section ; and if this evil is not checked, at no distant day the whole business of selling books must fall into the hands of large city dealers or peddlers, greatly to the detriment of local communities ; therefore be it

Resolved, That the discounts which have heretofore been allowed to ministers, teachers, and libraries, on the ground that they are common workers with us in the distribution of knowledge, be as follows, namely : that a discount not exceeding 20 per cent on miscellaneous and school-books, and 10 per cent on medical books, may be allowed by publishers, jobbers, and retailers, to professional men

and teachers, and on goods sold in quantities to libraries and large buyers outside the trade.

Resolved, further, That we deem it right and for the best interests of book-buyers to make their purchase of, and to sustain the local bookseller, that the business of the locality may be developed for the common good. The business of selling books is not among the profitable kind of commercial enterprises, and yields but a fair living, and requires unusual intelligence to successfully prosecute it.

Resolved, That, in view of the insufficiency of the present system of trade sales, and also of commercial travelers, to meet the wants of the trade, that in lieu thereof this Convention appoint a committee with power to establish and conduct a semi-annual Book Trade Sale or Fair, at which the publishers shall offer their books during the period of the sale or fair at special terms to the trade.

Resolved, That the publishers be requested to send, as far as possible, editorial copies through the local bookseller, and that the bookseller exercise due care in the prompt delivery of the books and in the transmission of notices to the publishers.

Resolved, That this Convention most cordially recommend to publishers the project of Mr. E. Steiger of New-York, as set forth in his circular, of compiling and distributing among booksellers classified catalogues of American books and reprints, and hope that the publishers will sustain him by promptly furnishing him with their catalogues and such information as he desires to complete his lists.

Resolved, That this Convention recognize the PUBLISHERS' WEEKLY as the established organ of the entire trade, and recommend it to publishers as the medium through which they should make their "first announcement" of books they propose to publish, and the full title of all books immediately on publication.

Resolved, That the Convention appoint a Committee on Permanent Organization of the Book Trade of America.

Resolved, That we mutually pledge ourselves to the maintenance of the discounts and recommendations of the Committee of Thirty, adopted by this Association on and after September 1st, 1874.

Agreement

SIGNED GENERALLY BY THE TRADE OF NEW-YORK, BOSTON, PHILADELPHIA, ETC.

The Central Booksellers' Association adopts twenty (20) per cent as the maximum discount to be given to libraries, schools, teachers, professional men generally, and other large buyers outside the trade, with the exception of supplies of school-books for first introduction; specimen copies of school-books for examination; school-books for school-boards and State normal schools created by law and authorized to purchase supplies from public funds; school-books for schools, other than Sunday-schools, supported by religious and benevolent societies, and purchasing their own supplies of school-books; and to such merchants as deal in books and school supplies.

The undersigned publishers and booksellers hereby accept the above by-law of the Central Booksellers' Association, to take effect on the 1st of January next, and agree that the terms herein named shall be the rates of discount thereafter allowed on all sales at our establishment. [Note: This agreement, as signed by those following, is understood to restrict discounts to the classes named, all other retail buyers to be charged catalogue retail prices.]

[The "Note" was added at the Philadelphia meeting, to cover an issue not before raised.—Ed.]

Signers of the 20 per cent Rule.

(ARRANGED BY PLACES.)

NEW-YORK.

Amer. Tract Society, H. E. Simmons.	Lee, Shepard & Dillingham.
E. Goodenough.	A. D. F. Randolph & Co.
J. B. Ford & Co.	Geo. R. Lockwood.
Clark & Maynard.	Scribner, Armstrong & Co.
J. N. Stearns, Nat. Temp. Soc.	Scribner, Welford & Armstrong.
Thomas Nelson & Son, Jas. Robertson, Attorney.	Dodd & Mead.
James Miller.	Dick & Fitzgerald.
J. W. Schermerhorn & Co.	Baker, Pratt & Co.
G. P. Putnam's Sons.	A. S. Barnes & Co.
Nelson & Phillips, Methodist Book Concern.	E. J. Hale & Son.
Geo. Routledge & Son, Jos. L. Blamire, Agt.	F. W. Christern.
Iverson, Blakeman, Taylor & Co.	D. Appleton & Co.
Harper & Bros.	R. Carter & Bros.
Henry K. Van Siclen.	E. P. Dutton & Co.
N. Tibbals & Son.	Smith's Homoeopathic Phar., H. M. Smith.
U. D. Ward.	Hurd & Houghton.
G. W. Carleton & Co.	Jno. Wiley & Son.
August Brentano.	Pott, Young & Co.
G. S. Scofield, Agent Amer. S. S. Union.	Warren & Wyman.
Macmillan & Co.	T. Whittaker.
Sheldon & Co.	Baptist Pub. Society, G. M. Van Derlip.
Henry Holt & Co.	B. Westermann & Co.
	Albert Mason.
	W. J. Widdleton.
	Collins & Bros.
	R. Worthington & Co.

BOSTON.

H. O. Houghton & Co.	Crocker & Brewster.
W. B. Clarke.	John Allyn.
Noyes, Holmes & Co.	Patrick Donahoe.
Lee & Shepard.	Colby & Rich.
Thompson, Brown & Co.	Williams Bros.
J. L. Hammett.	A. W. Lovering.
Ginn Bros.	R. L. Cummings, Agent, per E. S. Brooks.
D. Lothrop & Co.	James Campbell.
Knight, Adams & Co.	A. Williams & Co.
Locke & Bubier.	A. F. Graves.
Geo. E. Littlefield.	Henry Hoyt, per W. H. Hoyt.
D. C. Colesworthy.	Moses H. Sargent.
Geo. E. Colesworthy.	William Tomlinson.
Carter & Pettee.	Geo. W. Armstrong.
Geo. H. Springer, Agt. Amer. Bap. Pub. Soc.	Young & Bartlett.
Eben Shute, Agent Amer. S. S. Union.	Eates & Lauriat.
James R. Osgood & Co.	Nichols & Hall.
Robert S. Davis & Co.	A. K. Loring.
John L. Shorey.	Little, Brown & Co.
Roberts Bros.	Brewer & Tileston.
New-England News Co., John J. Dyer, Manager.	New-England News Co. Schönhoff & Möller.

PHILADELPHIA.

Claxton, Remsen & Haffelinger.	Jas. Hammond.
Gebbie & Barrie.	Eugene Cumisky.
Amer. S. S. Union.	Rich. McCauley.
Lindsay & Blakiston.	Cyrus Carson.
Porter & Coates.	James Cochrane.
Pres. Board of Pub., John A. Black.	Charles Desilver.
Ref. Ch. Pub. Board, J. David Miller.	H. N. Thissell.
Garrigues Bros.	Peter F. Cunningham.
Amer. Baptist Pub. Soc., B. Griffith.	Henry McGrath.
W. S. Fortescue & Co., by C. J. Shoemaker.	Henry H. Holloway.
F. E. Remont.	Ferdinand Foster.
J. K. Shryock, for Luth. Board of Pub.	Cowperthwait & Co.
James K. Simon.	J. H. Butler & Co.
Sower, Pott & Co.	T. R. Callender & Co.
Walton & Co.	Hunt & Congdon.
Friends' Book Association.	David D. Elder & Co.
W. G. Perry.	Hollowbush & Carey.
Perkine & Higgins.	Moss & Co.
A. J. Holman & Co.	Henry C. Baird.
J. B. McCullough, Agt. Con. Tract Soc.	Eldredge & Bro.
W. B. Zieber.	Behm & Gerhart.
H. N. McKinney & Co.	T. P. M. Bennett & Co.
	Smith, English & Co.
	Charles A. Dixon & Co.
	Lutheran Bookstore, G. W. Frederick.
	J. A. Bancroft & Co.
	R. Paine.

PORTLAND.

Bailey & Noyes.	Hoyt, Fogg & Donham.
Loring, Short & Harmon.	Dresser, McLellan & Co.

PITTSFIELD.—Nichols Allen.
 CHILMARK.—Daniel Orcutt.
 ANDOVER.—W. F. Draper.
 PROVIDENCE.—S. S. Rider; Gladding Bros. & Tibbits.
 FALL RIVER.—B. Earl & Son.
 HAMOVER.—J. B. Parker.
 CONCORD.—E. C. Eastman; D. L. Guernsey.
 BOSTON HIGHLANDS.—John Backup.
 NEWPORT.—A. J. Ward.
 GLOUCESTER.—Procter Bros.
 MANCHESTER.—Wm. H. Fisk.
 WORCESTER.—Sanford & Co., by L. Sanford.
 EXETER.—George E. Lane.
 CAMBRIDGE.—Charles W. Sever.

BALTIMORE.

Cushings & Bailey.
 Turnbull Bros.
 Kelly, Piet & Co.

T. Newton Kurtz.
 Samuel W. Hermap, Agent.
 for S. Guiteau & Co.

Publishers' Board of Trade.

RETAIL PRICE RULE.

SUMMARY of minutes of a special meeting, held October 28th, 1874:

The committee appointed at the previous meeting, to consider the request of the Central Booksellers' Association, in regard to discounts on school-books outside of the trade, reported the following proposed by-law, which was adopted:

XXXI. School-books and other articles enumerated in By-law XI. shall be sold at no greater discount than 20 per cent from the published retail prices, with the following exceptions:

1. Supplies for first introduction. [See By-law XI.]
2. Specimen copies for examination. [See By-law VIII.]
3. To school boards and State normal schools created by law, and authorized to purchase books or supplies from public funds.
4. To schools supported by religious and benevolent societies purchasing their own supplies.
5. To such merchants as deal in books and other articles named in By-law XI.

GEORGE R. LOCKWOOD,
Secretary.

Report of Committee on the Book Fair.

THE Committee appointed by the American Book Trade Association at its last Annual Convention, held at Put-in Bay, Ohio, to consider the subject of establishing a Book Fair to replace the present "trade sales," desire to make this preliminary report.

As the annual meeting of the Convention will not be held for some time, and there is a natural desire on the part of the trade to know what has been accomplished, we deem this the most suitable way of giving information on the subject.

The Committee have had several sessions, and have given to the subject considerable time and thought. The object sought to be accomplished by the Book Trade Association, although desirable in itself, is not easy to carry out.

The Committee felt from the tone of the discussion at the Convention at Put-in Bay, last summer, that it was the almost unanimous conviction of the large number of intelligent booksellers there assembled, that the present trade sale had outlived its usefulness; that it had failed to accomplish the primary object for which it was started, that of drawing together all the members of the book trade, from all sections of the country; that, in fact, the largest and most enterprising booksellers were those who least frequently visited the trade sale; that the auction element enabled a certain class of booksellers in larger cities to lay in semi-annually a stock of books at such low prices that they were constantly breaking down the regular prices of books. Indeed, the sentiment seemed to be that no permanent reform could be made while the trade sales were continued.

While the Committee felt the full force and justice of these claims, it has yet appeared to them a very difficult task to inaugurate a new system to supersede the old, which would have all its advantages with none of its drawbacks. The objects to be accomplished by the proposed "Book Fair," or "Booksellers' Exchange and Clearing House," as your Committee have decided to call it, were first, and by far the most important, a general assembling of booksellers from all parts of the country once or twice a year.

The advantages of having the booksellers and publishers meet frequently, compare opinions, and modify each other's views and plans, are too obvious to need discussion.

The publisher certainly needs to see his customers in order to conduct his business on an intelligent and liberal basis. Every intelligent publisher feels that he can have no substantial and lasting prosperity while the booksellers of the country are embarrassed and crippled.

Every bookseller who would conduct his business in a liberal and enterprising manner, keep thoroughly posted, and be really worthy of the name of bookseller, should visit the publishing centres frequently. In order to accomplish this all-important object of drawing the trade together, the publishers must offer inducements sufficiently liberal to make it clear to every bookseller that it is to his interest to attend every meeting of the Booksellers' Exchange and Clearing House. This, we believe, the publishers will do.

[Here follows the plan, printed, as more fully developed, elsewhere.—ED.]

The whole success of the movement must depend on the manner in which it is supported by the book trade of the country. The Committee have conferred with many of the leading publishers (both school-book and miscellaneous) and all have cordially assented to the plan. It only requires the hearty support of the booksellers to inaugurate a great success.

WM. H. APPLETON, *Chairman.*

ISAAC E. SHELDON, *Secretary.*

BOOKSELLERS' EXCHANGE AND CLEARING-HOUSE.

GEO. A. LEAVITT & CO., Managers.

Commencing MONDAY, JULY 19, 1875.

DURING THE HOLDING OF THE EXCHANGE THE MANAGERS WILL OFFER TO THE TRADE

THE ENTIRE LISTS OF ALL THE HOUSES REPRESENTED,
ON A CREDIT OF FOUR AND SIX MONTHS.

These favorable terms, together with such special inducements as publishers may offer in reduction of prices, etc., are made *only for the time specified*. The publishers do not and will not extend their usual terms of credit, and it is only for this occasion that these unusual advantages of prices and credit are offered to the Trade, and it must be distinctly understood that immediately after the close of the Exchange the usual terms of credit and prices will be maintained. It is hoped, therefore, that the Purchasing Trade of the country will not only avail themselves of these peculiar advantages offered by the publishers through the Exchange (advantages that can not be obtained in any other way), but, at the same time, substantially aid the work of reform.

The Managers are permitted to state that THE AMERICAN BOOK TRADE ASSOCIATION earnestly desire that the Trade throughout the country will give its hearty and active support in establishing and maintaining the Exchange. This plan of sale is an essential feature of the great movement for reform. It has all the advantages of the Trade Sale, without any of the evils attendant upon that system.

The following Publishers and Manufacturing Houses are, so far, members of (and will be represented at) the Exchange, commencing Monday, July 19th, 1875.

BOSTON.

American Tract Society.
Brewer & Tileston.
Davis, Robert S. & Co.
Ditson, Oliver & Co.
Estes & Lauriat.
Graves, A. F.
Gill, Wm. F. & Co.
Lee & Shepard.
Little, Brown & Co.
Lockwood, Brooks & Co.
Lothrop, D. & Co.
Nichols & Hall.
Osgood, J. R. & Co.
Prang, L. & Co.
Roberts Brothers.

NEW-YORK

Adams, Victor & Co.
American News Co.
Anthony, E. & H. T. & Co.
Appleton, D. & Co.
Authors' Publishing Co.
Baker, Pratt & Co.
Barnes, A. S. & Co.

Carleton, G. W. & Co.
Cassell, Petter & Galpin.
Clark & Maynard.
Collins & Brother.
Denham, A.
De Witt, R. M.
Dick & Fitzgerald.
Dodd & Mead.
Dutton, E. P. & Co.
Ford, J. B. & Co.
Hale, E. J. & Son.
Happy Hours Company.
Harper & Brothers.
Haverty, P. M.
Hinton, H. L.
Holt, Henry & Co.
Hurd & Houghton.
Iverson, Blakeman, Taylor & Co.
Kehoe, Lawrence, —C. P. Society.
Kenedy, P. J.
Lee, Shepard & Dillingham.
McLoughlin Bros.
Macmillan & Co.
Miller, James.
Nelson & Phillips.
Nelson, Thomas & Sons.
O'Shea, P.
Patterson, F. B.
Potter, Ainsworth & Co.
Putnam's Sons, G. P.
Randolph, A. D. F. & Co.
Routledge, Geo. & Sons.
Sabin, J. & Sons.
Sadler, D. & J. & Co.
Schmidt, L. W.
Somerby, Charles P.
Scribner, Armstrong & Co.
Scribner, Welford & Armstrong.
Sheldon & Co.
Steiger, E.
Strong, T. W., late E. Dunigan & Bro.
Tompkins Kilbourne.
University Publishing Co.
United States Publishing Co.
Virtue & Yorston.
Van Nostrand, D.
Widdleton, W. J.
Warren & Wyman.
Wiley, John & Son.
Wood, Wm. & Co.
Worthington, R. & Co.
World Publishing House.

PHILADELPHIA.

Baird, Henry Carey & Co.
 Burlock, S. D. & Co.
 Claxton, Remsen & Haffelfinger.
 Desilver, Charles.
 Harding, Wm. W.
 Holman, A. J. & Co.
 Lippincott, J. B. & Co.
 McKinney, H. N. & Co.
 Peterson, T. B. & Bros.
 Porter & Coates.
 Potter, John E. & Co.
 Shaefer & Koradi.

Springfield.—G. & C. Merriam.

Baltimore.—Kelly, Piet & Co.

Troy.—H. B. Nims & Co.

New-Bedford.—Taber, Charles & Co.

Buffalo.—Martin Taylor.

Cincinnati, Ohio.—U. S. Soap-Stone Manufacturing Co.

Dublin, Ireland.—Dublin Steam Printing Co.

MANUFACTURERS OF WRITING PAPER.

HOLYOKE.

Massasoit Paper Co. Writing Paper Co. Union Paper Co. Holyoke Paper Co.—J. Q. Preble & Co., Agents.

ENVELOPES, PAPETERIES, ETC.

NEW-YORK.

Chamberlin, Whitmore & Co.
 Samuel Raynor & Co.
 J. Q. Preble & Co., Blank Books, Envelopes, Papers.
 Edward E. Brown.
 Liebenroth, Von Auw & Co.
 Berlin & Jones Envelope Co.
 American Lead Pencil Co.
 Carter, Dinsmore & Co., Inks.
 Charles D. Pratt.
 Porter & Bainbridge.
 Eagle Pencil Co.
 Henry Levy & Co.
 Manhattan Book Co.
 Anderson & Cameron.
 Robert Snieder.
 L. Dubernet, Passe-Partouts, etc.
 R. B. Dovell's Son, Inks, etc.

SPRINGFIELD.

POWERS PAPER CO. Writing Papers, Envelopes, Papeteries. Union Ink and Paper Co.
 Springfield Envelope Co.

RULES AND REGULATIONS.

THE First Meeting of the Exchange will commence Monday morning, July 19th, 1875.

The Exchange will be open for business daily, during its session, from 9 A. M. to 6 P. M.

Each Publishing House will have specimens of such books as are necessary; and will have a desk at the Sale Rooms where some member of the firm with his desk may be found during the period assigned for the holding of the meeting of the Exchange.

Each firm to be allowed to make such special prices as they may think best in each individual case.

The purchaser to obtain a credit from Leavitt & Co. on four and six months time for such amounts as he wishes, as per terms of sale.

Goods may be ordered at the Exchange to be delivered any time within thirty days; the purchase to date from time of shipment, but such arrangement to be made at the time of purchase.

Purchasers at the Exchange must be personally present, or be represented by a clerk fully authorized to make purchases.

Books will be packed by the respective contributors, and where the lots are small, arrangements can be made to have purchases from several invoices packed, and no charge will be made, except for boxes and cartage.

All purchases shall be made in good faith for the sole use of the respective purchaser.

Any Publisher or Manufacturing Stationer who contributes to the Exchange shall be a member; also any respectable Bookseller who desires to purchase; and they shall be furnished with tickets of admission by the Managers, and no others shall be admitted to the Exchange.

No goods shall be bought or sold at the Exchange except under the letter of credit from Messrs. Leavitt & Co.

No business shall be transacted at the Exchange except by members; and all transactions shall be made under the rules of the Exchange.

All questions in dispute to be decided by the Committee on Booksellers' Exchange and Clearing-House.

The Committee express the hope that all members of the Exchange will unite in carrying out the rules of the Exchange, and discountenance any thing not in accordance with its spirit and intent.

TERMS OF SALE.

On all purchases amounting in the aggregate to \$1000 and upward, four and six months' credit; on purchases less than \$1000, and more than \$300, four months' credit; and purchases less than \$300, cash without discount.

Approved indorsed notes, payable in the City of New-York, to be dated on the last day of sale, drawn to the order of the indorser, and satisfactory to the managers, will be required. Bills must be settled before the delivery of goods, and within ten days after the sale.

A letter of credit to purchase may be obtained from Messrs. LEAVITT & Co. for such an amount as desired. It is desirable to attend to this in advance of the meeting of the Exchange; if not, parties should come prepared with the name of their indorser, and references as to the responsibility of the indorser from reliable parties, say from a Cashier of a National Bank in the neighborhood, that no unnecessary delay may arise in commencing business. A good indorser from the residence of the buyer will be satisfactory.

The gross amount of goods bought from each house shall be indorsed on the letter of credit, and at the close of the Exchange, all purchases to be settled for immediately, by two notes of equal amounts at four and six months' credit (if more than \$1000), for the total gross amount of all the purchases of each buyer (or if preferred, three notes at four, five, and six months).

MESSRS. MACMILLAN & CO.,

Publishers to the University of Oxford,

Nos. 29 & 30 BEDFORD STREET, COVENT GARDEN, LONDON,

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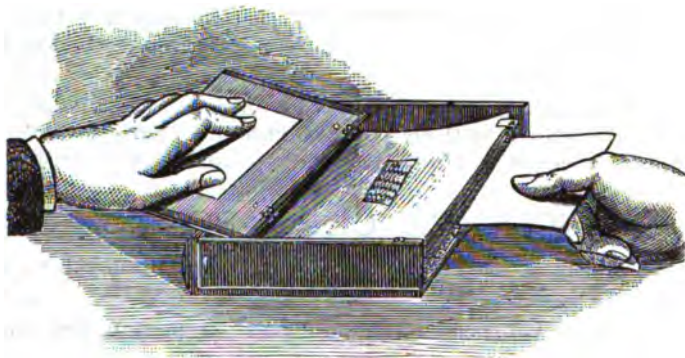
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EDITED BY

H. D. MONACHESI

AND

ALBERT B. YOHN.

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CINCINNATI, O.—Taking advantage of the removal of their business to 9 and 11 North Fourth street, the house of Applegate, Pounsford & Co. has changed its firm style to A. H. Pounsford & Co. No change, however, has taken place in the firm itself, as Mr. Applegate retired from the partnership some fifteen years since.

—Messrs. M. T. Lane & Co., publishers, have sold out their business.

PITTSBURGH, PA.—The firm of Messrs. A. H. English & Co., publishers, has been dissolved, Mr. L. Osgood retiring, and a new firm formed, into which Messrs. H. J. Gourley, J. K. Fleming, and J. N. Hunt have been admitted.

POTTSVILLE, PA.—The firm of Messrs. Shumway & Co. has been succeeded by S. A. Garrett.

Publishers' Board of Trade.

OFFICE OF THE SECRETARY,

812 Broadway, New-York.

June 30, 1875.

To prevent confusion and repetition of names while preparing a complete list of agents, the weekly notices of engagements will be discontinued until after the publication of the new Manual; but publishers are requested to keep the Secretary informed of all changes, in order that the lists, when published, shall be as correct as possible.

GEORGE R. LOCKWOOD,

Secretary.

ALPHABETICAL LIST OF BOOKS JUST PUBLISHED.

The Prices in this List are for cloth lettered, unless otherwise indicated. Imported books are marked with an asterisk; Author's and Subscription Books, or Books published at net prices, with two asterisks.

- Abbott, L.** See Bible.
- Architecture.** A Manual of. For Churches, Parsonages, and School-Houses. Containing Designs, Elevations, Plans, Specifications, Form of Contract, Rules for Estimating Cost of Building, with Suggestions on Acoustics, Ventilation, Heating, Lighting, Painting, etc., for the Southern and Western States. 4°, pp. 133. \$5. *Bicknell.*
- Baker.**—The Origin and Antiquity of Engraving. With some Remarks on the Utility and Pleasures of Prints. By W. S. Baker. With Heliotype illustr. 4°. \$5. *Osgood.*
- Barrows.**—The Church and her Children. By William Barrows, D.D. 16°, pp. 348. \$1.50. *Cong. Pub. Soc.*
- Bartlett.**—Future Punishment. By Samuel C. Bartlett, D.D., Prof. in Chicago Theological Seminary. 16°, pp. 68. 50 c. *Cong. Pub. Soc.*
- Bible.**—Conversations of Jesus. For the most part as Recorded by John, but occasionally Supplemented by the Reports of the other Evangelists. Arranged in Dialogue form. 18°, pp. 93. 50 c. *Cong. Pub. Soc.*
- "Righteousness;" the Divinely Appointed Rule of Life. A Book of collated Scriptures. By Philalethes. Doini 1872. Sq. 16°, pp. 75. Pap. 50 c. *Tompkins.*
- The New Testament with Notes and Comments, accompanied with Maps and Illustr. By Rev. Lyman Abbott. Vol. 1. Matthew and Mark. 8°, pp. 399. \$2.50. *Barnes.*
- Boston University Year Book.** Edited by the University Council. Vol. 2. 1875. 8°, pp. 115. Pap. 50 c. *A. Williams & Co.*
- Crafts.**—Childhood. The Text-Book of the Age, for Parents, Pastors, and Teachers, and all Lovers of Childhood. By Rev. W. F. Crafts, author of "Through the Eye to the Heart" and "Trophies of Song." 12°, pp. xii, 259. \$1.50. *Lee & S.*
- Chellis.**—The Old Mill. By Mary Dwinell Chellis. 16°, pp. 423. \$1.50. *Cong. Pub. Soc.*
- Coolidge.**—Brochure of Bunker Hill. With Heliotype Views. Compiled by George A. Coolidge. Obl. 16°, pp. 32. Pap., 50 c. *Osgood.*
- Duffet.**—Key to Duffet's French Method. 12°, pp. 99. 75 c. *Wilson, H. & Co.*
- Erickson.**—Bees and Hornets in Human Guise. By D. S. Erickson. 16°, pp. 400. \$1.50. *Cong. Pub. Soc.*
- Garrett.**—Doing and Dreaming. By Edward Garrett, author of "Premiums Paid to Experience," "Occupations of a Retired Life," "By Still Waters," etc. 12°, pp. 205. \$1.25. *Dodd & M.*
- Gerard.**—The Old Stadt Huys of New-Amsterdam. A Paper read before the New-York Historical Society, June 15th, 1875, by James W. Gerard. 8°, pp. 59. Pap., \$1; large pap., \$2.50. *Patterson.*
- Harvestings; or, Reminiscences of a Pastor.** 16°, pp. 115. 60 c. *Cong. Pub. Soc.*
- Hazen.**—Historical Discourse Commemorative of the Centennial Anniversary of the Congregational Church of Plymouth, N. H. By Henry A. Hazen, Pastor. 12°, pp. 38. Pap., 15 c. *Cong. Pub. Soc.*
- Heaton.**—New and Decisive Evidence of the Mode of Baptism. By Rev. Isaac E. Heaton. 18°, pp. 67. Pap., 10 c. *Cong. Pub. Soc.*
- Hotze.**—First Lessons in Physics. For Use in the Upper Grades of our Common Schools. By C. L. Hotze, Teacher of Natural Sciences in the Cleveland High School, author of "First Lessons in Physiology," etc. *New ed., rev.* 16°, pp. 174. 90 c. *Central Pub. Co.*
- Ingelow.**—Fated to be Free. By Jean Ingelow, author of "Off the Skelligs." 16°. \$1.75. *Roberts.*
- Jennings and Lowe.**—The Psalms, with Introductions and Critical Notes. By A. C. Jennings, B.A., Jesus Coll., Cambridge, Tyrwhitt Scholar, etc., and W. H. Lowe, M.A., Hebrew Lecturer, and late Scholar of Christ's Coll., Cambridge, etc. Books 3 and 4. 8°, pp. xxxiii, 207. \$2.25. *Macmillan.*
- McCosh.**—The Royal Law of Love; or, Love in Relation to Law and to God. The Baccalaureate Sermon preached before the College of New-Jersey, June 27th, 1875. By James McCosh, D.D., LL.D., President of the College. 16°, pp. 30. Pap., 25 c. *Carter.*
- McKenzie.**—Notes for Teachers and Scholars to accompany the International S. S. Lessons for the Third and Fourth Quarters of 1875. By Alexander McKenzie, Pastor of the First Church, Cambridge, Mass., and author of the "National Series of Questions." 16°, pp. 108. Bds., 50 c. *Cong. Pub. Soc.*
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The figures in () refer to the (whole) number of the "PUBLISHERS' WEEKLY" in which the full title has been recorded under the word preceding the figure. The more prominent works appear in this list, both under author and title or subject, with reference from the latter to the former.

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Ad Majorem Dei Gloriam. See Fullerton, G.
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- Overton, D. Y. (180), Code of Practice in Iowa and Wisconsin, \$7.50. Day, E. & F.
- Ozaman, F. (178), Pilgrim to the Land of the Cid, \$1. Cath. Pub. Soc.
- Parvin, Z. M. (178), Songs of Delight, 35 c. Parvin.
- Pastor's (A) Recollections. See Dashiell, T. G.
- Payn, J. (178), Walter's Word, pap., 75 c. Harper.
- Pease, A. G. (177), Philosophy of Trinitarian Doctrine, \$1.50. Putnam.
- Pennell, R. F. (177), Latin Subjunctive, pap., 30 c. Allyn.
- Pekins, Eli. See Ward, A.
- Philadelphia School of Anatomy. See Keen, W. W.
- Pilgrim to the Land of the Cid. See Ozaman, F.
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- Pollard, E. F. (180), The Lady Superior, pap., 50 c. Harper.
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- Primers of History. See Fyffe, C. A.
- Principia. See Wright, R. J.
- Pumpelly, R., G. C. Broadhead, F. B. Meek, and Shumard. See Missouri.
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- Reparation. See Fullerton, G.
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- Robertson, J. C. (179), Hist. of Christian Church, new ed., vol. 8, \$2.25. Pott, Y. & Co.
- Rosemary. See Fullerton, G.
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- Shiftless Folks. See Goldsmith, C.
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- Smith, J. P. See Goldsmith, C.
- Sonship of Christ. See Wilbur, A.
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- Temple, J. H. (177) and G. Sheldon, Hist. of Northfield, \$5. Munsell.
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- Thomson, W. H. See Seguin, E. C.
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- Trouvaille. See Fullerton, G.
- Undivine Comedy. See Krasinski, S.
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- Virginia (180), Acts of Gen. Assembly, 1874-5, \$2.50. [West, J. & Co.]
- (180) Cases Decided in Sup. Ct. of Appeals, vol. 24, \$6. [Randolph & English; West, J. & Co.]
- Waller, H. See Livingstone, D.
- Walter's Word. See Payn, J.
- Ward, A. (180), Works, with Biog. Sketch by M. D. Landon, \$2. Carleton.
- Weniger, F. X. (178), Lives of the Saints, part 2, \$1. O'Shea.
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- What We Saw in Australia. See Hill, R. and F.
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- Willoox, J. M. (178), Logic, new ed., 75 c. Porter & C.
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- Withrow, T. F., and E. H. Stiles. See Iowa.
- Woman (A) in Armor. See Hartwell, M.
- Wood, H. (179), Frances Hildyard; [and] All Soul's Eve, pap., 25 c. Petersen.
- Wright, R. J. (180), Principia, \$3.50. Lippincott.
- Wyncote. See Erskine, T.

RECENT ENGLISH PUBLICATIONS.

- Bornu, I.**—Inner Life of Syria, Palestine, and the Holy Land. Illustr. 8°. 2 vols. Henry S. King.....24s.
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- Oroll, J.**—Climate and Time in their Geological Relations. 8°. Daldy & Isbister.....£1 4s.
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The Two Things Wanted.

THERE are two things the American book trade needs: the assurance that when they buy books to sell, they can make a living profit on what they do sell, and the wide-awake interest in their calling that will keep them well up to their work. It is the particular business of the Niagara Convention to bring about the first desideratum, and it can do it if it will. Every thing is ripe for a decided stand. If not only the numerical majority, but the several interests represented at the Convention, can agree upon a plan which they generally believe can be carried out, and will pledge themselves to carry out that plan, and will then stand to it, without jumping at every rumor that this or that house has "gone back on the reform," that plan is bound to succeed. What platform that shall be, demands the most cautious consideration. Theoretically, it can be defined in a sentence: a return to the advertised retail prices of books, with only such exceptions as may be found necessary to keep such a reform effective in practice. The whole question turns on what these exceptions must be.

After considerable talk among the trade, we are led to fear that some considerable exceptions must be made, lest the bow drawn too tight should snap. This, let us repeat, is not our view of what should be, but we are anxious, as we trust the members of the Convention will be anxious, to waive individual opinions and agree on what is generally conceded to be possible. Certainly, the Put-in Bay platform is too loose

in definition. We want, in the first place, a defined statement that not 20 per cent. but retail prices, are to rule. Then, it seems to us, a specified limit, \$100 at a time or what you will, should define large buyers. If it shall prove, as seems likely, that libraries (which are among the largest buyers), school-boards, etc., teachers, and possibly clergymen (though the reduction to them is on other grounds, and cheapens their calling), must be allowed some discount, let us have this clearly defined, so that there may be no misunderstandings. Moreover, the time at which, or the conditions on which, any platform is to go into operation must be made clear.

And once that platform is reached, the trade must make up its mind that it is to stand. A strong, determined organization is what is wanted now: public opinion is pretty well educated and the trade sentiment thoroughly awakened, and now the thing is to do some thing, and stick to it. Whether such a platform is to be enforced by penalty, or whether the reforming trade is simply to say that, as a matter of common sense, they don't propose to buy books from those who cut under their own customers, should be decided at Niagara. The latter seems to us the proper and natural and effective way, and the trade have the power in their own hands. If they make up their mind to let any house that chooses to help along underselling severely alone, it seems to us there will be abundant penalty and efficacious remedy. Most of the publishers now recognize the fact that in even permitting their customers

undersell they are doing themselves, directly and indirectly, real harm.

Once a reform is made effective, and the living profit assured, all the rest comes of itself. These conventions, the local organizations all over the country, and finally the Book Fair, tend to the same purpose. They vitalize the trade by bringing it together. And that is just what the trade wants. Compared with other trades, even in matters of pure luxury, it does a very small business. That business can be vastly increased, if the distributing trade can be made to feel that it has something to work for. Now the Book Fair brings every body together, publisher and retailer, Easterner and Westerner—a chief purpose of the trade sales, which they never accomplished. Yet it does not force stock upon the dealer, but enables him to buy thoughtfully, wisely, and to balance his stock, and thus sends him home, not with a lot of stock that is to be dead on his shelves and lock up his capital, but with books he knows he can sell, so that he may turn over his money and send it all back before the holidays. Our indications lead us to believe that the attendance at the present Fair will be large, and the sales large; others believe that at this time of the year it can not be a great success. That remains to be seen. Whether or no, this first Fair is an experiment, and unless it should be a dead failure, of which we see no possibility, the benefits of the new system are by no means to be tested altogether by it. Those who criticize details of arrangements, or question the cost, will find that all these matters will right themselves for the next. Ultimately, we have no doubt but that the trade will regard the Fair as one of the best things in the reform.

But first is the Convention. That is the turning-point. We are not of the weaker brethren who believe that if it fails to obtain general and effective agreement on some one measure, all possibilities of reform are over for this day and generation. But certainly reform would then be against wind and tide. There are croakers who fear that, what with misunderstandings, and recriminations, and individual selfishness, the Convention will be misled into dissension and confusion, and will accomplish nothing. We do not so mistake the temper and good sense and power of the trade. It is no longer so weak as to be at the mercy of schismatics, should any arise. It will hear justly such explanations as it may have occasion to call for; and if it finds any house in fault, it will not allow that to discourage or estop the reform. The trade is now a power, stronger than any one, or two, or half dozen houses, and we trust its wise action at Niagara will prove that to all. The Convention is the crisis of the re-

form. On it the prosperity of the book trade of the country and its growth closely depends. If it fails of wise action, the whole trade will be much harmed. With this momentous issue before it, and in view of the character of its members, we look to see it accomplish the most important results.

WE give elsewhere the latest railroad arrangements for the Convention, and as there will not be another number of the WEEKLY to reach booksellers before the gathering, those wishing further information are referred to the local agents. We urge all who have not done so to apply for their certificates at once, and especially request those going from New-York and the East, by any of the special trains, to send immediate notice, as the circular requests. The whole trade seems to be coming. Two hundred certificates are already issued. There promise to be nearly fifty from New-York, twenty-five from Philadelphia, as many from Boston, ten each from several of the Western cities, and hundreds more from the smaller places, at Niagara. The trade is heartily to be congratulated.

THE immense labor involved in preparing the Book Fair Supplement and the Educational Number, with the work in connection with the Convention and Fair, both in our editorial and printing offices, must explain and excuse some irregularities in the issue of our July numbers. The present issue, having been delayed on account of the Book Fair Supplement, is now dated ahead July 10th, and the latter, embracing some 140 pages, is to take the place of the number for July 3d. Our next issue, probably, will also be detained a few days in order to admit some Convention matter, and, we hope, a plan of the Book Fair. The issues for the 24th and 31st will be consolidated into an extra educational number, published at the latter date, and with this there will be a trade supplement, giving the full official reports of the Convention, etc., and reports from the Book Fair.

THE *Uniform Trade List Annual* for 1875, if we are able to carry out our present plans, will contain an index to the most important books included in its lists. This is a feature which the trade has generally urged us to adopt, and which we have been anxious to make use of, but it was difficult to see our way clear to doing it without considerable loss, unless the Annual Reference List be omitted or the price of the work were raised. Mr. Whitaker finds himself compelled to raise the price of his

volume, although the work is much less costly to make in England than here, and we find that one index which was offered us by a member of the trade whose industry should make him famous, containing thirty thousand items without any of the needed subject headings, would cost us from \$1500 to \$1600 to print. This illustrates the magnitude of the enterprise. Neither time nor cost would permit us to give so extended an index as this, for the profit on last year's volume was not more than adequate return for the great labor its compilation involves, and does not really justify further expenditure. But we shall replace the Annual Reference List with an Index which will be of no little service to the trade, and next year we shall have the American Catalogue. The subscription price of the Annual will not be raised.

We print elsewhere a further letter from Messrs. Ivison, Phinney & Blakeman, and a sharp reply from Messrs. A. S. Barnes & Co. to the correspondence in our last issue. We deprecate the publication of both series, but we felt compelled to print the first set, as it was requested by one of the parties, and of course fair play demands that the reply shall also have space. But we give notice that we shall hereafter hold ourselves justified in declining to print correspondence which seems likely to precipitate personal quarrels, and accomplish little otherwise; and further, that we reserve the right, unless it shall give any party to a controversy an unfair advantage, or unless we are specially desired by the party sending not to do so, to bring correspondence directly to the attention of the parties accused, or before the proper arbitration committee, previously to its being put in print. And, in this particular case, it seems to us it would have been much better to have had the question brought directly before the Board of Trade Committee. We don't desire to suppress any issues that arise, but we do desire that all disputes should be set right by the constituted authorities, if possible, instead of having them brought before the trade in a way to provoke indefinite recrimination, without promoting justice. We are especially desirous, also, that the precedent should be set to the trade of bringing all disputes to an amicable adjustment, instead of a hostile issue.

THERE has been a good deal of discussion lately over the copyright matter. The London *Bookseller* summed up the platform of the English authors' association in a very sweeping satire, which provokes from Mr. Smalley, in the *Illustrated London News*, a strong statement of the "natural

enemies theory" on which he thinks the English publishers proceed, in regard to authors and their copyright. Charles Reade writes to the *Publishers' Circular* as being "well able to instruct any living Englishman on this one subject," and concludes a characteristic letter with this statement in small caps: "International copyright, and a place of business in London, that is the great game of an American publisher." Dr. Holland strikes the same note in *Scribner's* in saying, "International copyright can be brought about only when American literature becomes as valuable in England as English literature is here."

AN old and valued subscriber to the WEEKLY—for are not friends dearer as they part from us?—pays up his subscription through July, and writes to us: "Then please discontinue without further notice. It is useless to keep informed on books when underselling publishers don't allow us (practically) to deal in them." Now, isn't that hard?

Later R.R. Arrangements.

In addition to the particulars given in the last issue of the WEEKLY, we add the following:

NEW-YORK.—The Erie tickets are now for sale at the general office, 529 Broadway, on the Committee's certificates. It is again urged that all who can, whether from New-York or the East, will take the special Erie train on Monday evening. Mr. W. C. Gould, to whom the trade is already so much indebted, has arranged with the Dickerson House, Corning, for breakfast on the up trip, and will arrange with the usual stations on the return trip for other meals, at reduced rates.

Tickets will be sold by the N. Y. Central R.R., from New-York to Niagara and return, at \$17.50 (regular rate, \$9.25 each way); Albany to Niagara and return, \$12. By the courtesy of the *New-York Herald*, we are enabled to state that if many desire to avail themselves of its special train, leaving New-York at 2.30 A.M. Sunday, and reaching Niagara at 1.40 P.M. same day, the fair will be put at \$8.

Those who are to go by any of these special trains, *Herald* or via Erie, from New-York, should endeavor to notify the Committee at once. Particular attention is called to the importance of this matter.

PHILADELPHIA.—Mr. J. R. Elliot, of Claxton, Remsen & Haffelfinger, acting for Mr. George Remsen, the local agent, informs us that arrangements will probably be made for special accommodation direct to Niagara, at reduced rates. Mr. Remsen will give information and furnish local certificates for the R.R. reduction to those going from Philadelphia, although the Committee's general certificates are necessary for the hotel reductions and return trip, and should be applied for.

BOSTON.—No arrangement with the Boston and Albany R.R. seems possible, except for both ways via Albany, at \$21, in case the Boston people generally adopt that route. As this

would not permit a break for Book Fair, Eastern dealers are advised to come by boat, connecting with special Erie train from New-York. The Narragansett Steamboat Company desires to be assured of the sale of a certain number of tickets, so that all intending to come that way will please notify Mr. William Lee at once.

WESTERN CITIES.—The trade is indebted to Mr. Martin Taylor, who has worked indefatigably in this matter, for the following later arrangements:

Via Toledo, Wabash, and Western R.R.—Round-trip tickets to Niagara and return, from St. Louis, \$20; Hannibal, \$22; Quincy, \$22; Keokuk, \$23; Jacksonville, Ill., \$20; Peoria, Ill., \$20; Decatur, \$20; Bloomington, \$18; Danville, \$18; Tolono, \$18; Lafayette, \$15; Logansport, \$14; Peru, \$14; Fort Wayne, \$12. Leave St. Louis 7 P.M.; arrive at Toledo, 10.25 A.M.; arrive at Niagara Falls via Canada Southern, at 9.10 P.M. Tickets on sale at their offices July 5th to 23d; good for return to October 31st.

Via Canada Southern, or G. W. R.R.—To Niagara and return, Detroit, \$7.

From Cincinnati, via Cincinnati, Hamilton, and Dayton R.R., to Toledo, thence by Canada Southern to Niagara Falls and return, \$15. Leave Cincinnati in the evening, breakfast in Toledo, arrive at Niagara Falls at 9.10 P.M.

Via Cleveland, Columbus, Cincinnati and Indianapolis R.R., and Lake Shore and Michigan Southern.—To Niagara and return, from Cincinnati, \$18.15; Dayton, \$15.90; Indianapolis, \$19.70; Springfield, \$14.90; Bellefontaine, \$14; Columbus, \$13.90; Delaware, \$12.90; Crestline, \$11.40; Cleveland, \$8.35.

Tickets sold from July 8th to 23d, good to October 31st.

Via Detroit and Milwaukee R.R.—To Niagara Falls and return, from Milwaukee, \$15; Grand Haven, \$13; Grand Rapids, \$12; Ionia, \$10.70; St. Johns, \$10.35; Ovid, \$10.05; Owassa, \$9.75; Fenton, \$8.80; Holly, \$8.70; Pontiac, \$8.

All branches and stations of the D. & M. R.R. via G. W. R.R., one fare the round trip. Those coming from the Northwest, or living on lines centering in Milwaukee, should avail themselves of the cheap rate offered by this route. Parties coming from Chicago can make a saving of from \$6 to \$8 by coming to Grand Haven by steamer, or by Chicago and Northwestern to Milwaukee.

Chicago.—We have been unable to make any special rates with lines leading out of Chicago direct. In case the special limited tickets which are now on sale at all ticket-offices in Chicago to New-York are still sold during the month of July, Mr. Taylor will arrange that parties purchasing such tickets via Erie R.R. shall have the time extended so as to leave Niagara Falls on special train to New-York after close of Convention. *It is important that all through tickets should be via Erie R.R.*

Negotiations are now pending with Lehigh Valley R.R., covering Baltimore, Philadelphia, Allentown, Bethlehem, Pittston, Wilkesbarre, and Towanda.

A large number of important points are covered by the Pennsylvania R.R. summer excursion rates, which can be obtained from Mr. Samuel Carpenter, General Eastern Agent, 526 Broadway, New-York.

Postscript.—BOSTON: The Norwich line offers general excursion tickets to New-York and

return, at \$6, from Boston or Worcester, and most of the trade are likely to take this route, we hear. Mr. William Lee should be applied to for tickets by those wishing to leave Boston Sunday night via Narragansett Steamboat line, to connect with the train Monday night, as by arrangement with that company the special tickets for the New-England trade have been placed in his hands.

PHILADELPHIA: We have telegraphic advices that arrangements have just been concluded with the Lehigh and Erie roads, from Philadelphia to Niagara, and back again to New-York, at \$13. Apply to Mr. Remsen or Mr. Elliot for information.

ERIE R. R.: From all points on Erie Railroad, round-trip tickets to Niagara, thence to New-York, thence home, will be sold at \$10.

ROCK ISLAND, ILL.: Round trip to Niagara and back, via Peoria and Rock Island and Wabash lines, \$25.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

A Letter from Messrs. Barnes.

NEW-YORK, June 28, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: It is our purpose to make no public reply at present to the complaint of our Chicago customers, with regard to our recent offer to the Board of Education in that city. We hardly feel that the columns of the WEEKLY are the proper place for such a discussion, which should rather go before the proper tribunals appointed to take cognizance of all infractions of the laws of the trade, and to these we cheerfully hold ourselves amenable. We have wished, however, that our vindication might come from those who first accused us, believing that a more thorough knowledge of the circumstances on their part would entitle us to it.

Let it suffice for the present to say that we acted, according to our best judgment, for the interests of all concerned; and if we have really wronged the Chicago trade, no one can regret it more than we do. We speak of the Chicago trade only, for we do not feel in any sense responsible for the publicity given to the transaction, which, it is claimed, will demoralize business elsewhere. We hope to prove, at the proper time, that there is no fault in us in the whole matter, but in the interval must respectfully protest against further "trial by newspaper."

Our purpose in writing now is to "confess judgment" on another count. It is a new one, and is brought to our attention by the pleasantly expressed note of our neighbors, Messrs. Ivison, Blakeman, Taylor & Co., who fired a shot at long range in your last number, over the heads of Jansen, McClurg & Co., and

Potter, Ainsworth & Co., but so plainly destined for us that we accept notice, like Captain Scott's coon, and offer to "come down," without waiting for another volley.

We almost despair of doing any thing that will entirely please the great and good house in Grand street; but in this case it seems we have deeply, darkly, and deliberately wronged them, by permitting our senior to be and remain a "special partner" in that other wicked firm, which for years and years (by full license of the Publishers' Board of Trade) has been supplying "P., D. & S. Copy-books" to the Chicago schools at a special price.

The peculiar wickedness of all this is aggravated by the fact that Spencerian Copy-books are eligible, and would, no doubt, be very cheerfully supplied to take the place of "P., D. & S." And the publishers of "Spencerian," by a strange coincidence, are Messrs. Iverson & Co.! But this merely accidental circumstance should not, of course, be permitted to weigh against the evident purity of their present motives, and new-born zeal to suppress such a scandal of the trade.

The dismal prediction with which their note closes fills us with gloom. We know now that they have foreseen disaster all along, for by their very cautious treatment of all trade questions they have certainly not put *their* "backbone," as a strong column, under any measures of trade relief.

As our sad brotherhood shall contemplate the future ruins of the now apparently flourishing "book trade associations," which nevertheless, we learn by this distinguished authority, "are nothing but a farce and a snare," at least no one can shake gory locks at the great and good, and say, "Thou didst it," for these associations were *not* "founded on their support," but on the sand—and so they told us;—and the rains came, and the winds blew, and down fell the associations, and great was the fall thereof!

Yours, sorrowfully,

A. S. BARNES & CO.

The Chicago Copy-Book Matter.

NEW-YORK, June 30, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: In your editorial reference to the Chicago copy-book correspondence, you say: "We learn, on inquiry, that notice was given to the committee that competition from outside the Board compelled the reduced price to be made, in which case the Board rules lapse for that particular instance." The rule referred to in the correspondence is that prohibiting *branch houses* from selling at a better discount than *one third*. Many members of the Board will learn with surprise, we are sure, that power exists under the by-laws for any committee to cause the aforesaid rule to lapse *continuously*, or even at all; and there are some who would like to see an authoritative statement of any committee to that effect. Yours truly,

IVISON, BLAKEMAN, TAYLOR & CO.

The Annual and an Index.

—, June 19, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: Permit us a few moments' hearing on the subject of the "Trade-List Annual."

There is no doubt but it has become, as your correspondent of May 26th says, indispensable to the trade, and it will be no less a necessity when the "Finding List" is published, for all who receive the "Finding List" will certainly have the Annual also; and those who can not, or think they can not, afford the former, will of course need the Annual. It has already, in short, become as important a book-trade appliance as your yearly list of school-books. The criticisms of your correspondent are just, but we do not hope to see them effect much change for the better; for where bibliography is so little studied as in our country, we can not hope for perfect catalogues, but must take them as they come. The improvements he suggests, while admitted as being improvements, are impractical because of the expense they would add to the volume; an expense disproportionate to the benefit derived (we refer to indexing on edge by coloring or lettering). When the "English Reference Catalogue" was published almost simultaneously with our own Annual, there was naturally a comparison made between the merits of the two volumes, and users, especially among those outside of the trade (large book-buyers and librarians), gave preference to the English as the best book—first, because of the binding; second, because of the index. Now, as far as the binding is concerned, we think our own Annual has received as constant and hard usage as any other copy, and we have found the binding to stand excellently well, amply well enough for the purpose. The index to the English Reference List is certainly a rather indifferent affair, and yet those who have used the volume will say that, even incomplete as it is acknowledged to be, it is of the greatest use in facilitating reference.

Some time since, a customer asked for Mr. Dale's "Works on Baptism." Not having them, he said he would like a complete set ordered, provided the cost came within his present means. Now, we knew that the books were catalogued *somewhere* in the Annual, but had forgotten the publisher. We called to our aid every one in the store, and yet could not learn the publishers or price, even our chief clerk being at a loss, though he has been ten or twelve years in the trade, and has boasted in our hearing that the Annual is of no practical use to *him*. We consequently lost a probable customer. Had there been an index to the Annual of 1874, a moment's time would have served for finding all the information we wanted. While therefore apologizing to Messrs. Rutter & Co. for disremembering so important a publication as their edition of Mr. Dale's works, we feel that what is needed to make our Annual all that is required, is a thorough index.

Why can not we have an index for the next issue of the Annual in September? We think the trade, who must be able to appreciate the importance of it, would willingly pay enough more per copy to cover the added expense. We therefore move that the "Trade-List Annual" for 1875 be indexed. S.

A Sensible Voice from the Second-hand Trade.

BALTIMORE, June 16, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: I do not think my branch of the trade has been heard from on the reform move-

ment; in fact, I believe it is taken for granted that we are opposed to it. It may be so generally, but speaking for myself alone, I am in favor of the strictest rule *which can be enforced*, and with as few exceptions as possible. It is to the interest of a second-hand dealer that his customer should have to pay full retail prices for new books, as he will then be willing to pay more for a second-hand copy, and many times buy such a copy in preference to a much more costly new one. As a former correspondent of your WEEKLY showed, houses that live by underselling *don't live long*.

I think the trade generally is coming to that opinion. Wishing the Niagara Convention every success,

I am yours truly,
LAWRENCE B. THOMAS,
New and Second-hand Bookseller.

Discount on School-Books.

—, N. Y., June 23, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: The continuance of business as bookseller depends almost wholly upon the action of the Convention at Niagara, next month. In our place, it is school-books almost entirely; and I think these should be included in the list, and all should be limited to 15 per cent, without exception. What have teachers or clergymen done, that I or any other dealer should make them a present of all my support, so far as they are concerned? How would they receive a request from me to teach my children free, or cancel my pew-rent? Instead of sending me customers, they say to them, "Wait till I am sending, and I will get it twenty per cent less." I hope the Niagara Convention will see the propriety of this, and be unanimous, plain, unmistakable in language—making such a forfeit as shall hold all together—although I am about discouraged, so long as the spirit of underselling is so strong in places where manly dealing ought to be the basis of action. S.

Discounts and the Reform.

[The following letter is handed to us by the Committee on Assemblies, as of general interest.—ED.]

COLUMBUS, OHIO, June 23, 1875.

The Committee on Assemblies:

GENTLEMEN: Please consider me as a possible attendant of the Convention and Book Fair. Also, as a protestant against large discounts, outside of the regular trade. To produce a revival in the book trade, it may be necessary to reduce retail prices. To do this, the publisher must shorten his profits, the retailer be contented with less discounts, and the consumer be satisfied that "the discount has already been taken off," when the retail price is named to him. Under the above conditions, the discount to libraries would have to be lessened to about ten per cent, which would be a fair discrimination between a large and a small purchaser. It is a noticeable fact that the *maximum* discount on any kind of books, or to any particular class of customers, immediately becomes also the *minimum* discount as well; therefore, the maximum should be set with an eye to the other.

Booksellers usually receive no discounts on purchases of articles which they consume, and their physician's bill is made out "in full"—yet, when he becomes the customer, he demands a discount. Thus, the retailer first buys his books (and pays for them), and then pays a premium to his customer as an inducement to purchase.

These remarks have no particular business here, but it is difficult to approach the matter of a convention without feeling to say something.

Yours truly,

GEORGE W. GLEASON.

How to Get Discounts.

MERIDIAN, Miss., June 15, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: Yesterday, a resident minister came to our store and proposed to buy his books through us, instead of sending off for them himself, stating, at the same time, that we could give him as good prices, and make five to ten per cent clear. We thanked him, and asked from whom he had purchased, and what discount he received. He specified an Eastern firm which gave him forty per cent discount on religious books. We told him that the best we could get on religious books is one fourth to one third and five per cent, and that no retailer gets any better discount. He left, thinking us poor buyers, or untruthful to him.

Yours truly,

E. PHILLIPS & Co.

A Decimal System for Paper.

ST. LOUIS, June 21, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: It seems that in Germany and Austria the present system of counting paper (which is similar to ours) is soon to be changed.

A committee, appointed by the Paper Manufacturers' and Book Printers' Associations, proposed the following, which is likely to be adopted:

Commencing on January 1st, next, 10 Bogen (sheets) to make 1 Lage (layer); 10 Lagen, 1 Buch (quire); 10 Bucher, 1 Ries (ream). This would make a ream 1000 sheets, a quire 100 sheets, and a layer 10 sheets. Might not a similar change be considered in this country?

Respectfully yours,

GEORGE SCHERER.

BOOKS RECEIVED.

ANCIENT SYMBOL WORSHIP, AND THE INFLUENCE OF THE PHALLIC IDEA IN THE RELIGIONS OF ANTIQUITY, by Hodder M. Westropp and C. Staniland Wake. (J. W. Bouton, New-York.) This work consists of two distinct papers, as read before the Anthropological Society of London. The object of these papers is to trace the origin of the phallic idea to the most ancient period, and to show that the same human nature has always been identical in the different stages of its growth. It is therefore shown that the same phallic idea prevailed among many peoples at the same time, and was not the immediate or direct effect of any special circumstance. The prevalence of this ancient mode of worship among the various nations of the earth at one time, is traced by the symbols that

have survived the idea, and many researches have been made to arrive at proper conclusions. The writers point out clearly, how modern nations have in many ways unknowingly perpetuated the ancient symbols, though attaching different meanings to them than those they originally possessed. In making these investigations and inquiries, the only object in view has been to add to the world's knowledge of such matters, and no attempt has been made to undermine any genuine religious belief. Both papers show careful study, and will be read with interest by the student of ancient beliefs and creeds. 8vo, \$2.

CONSTANTINOPLE, from the French of Théophile Gautier, by Robert Howe Gould, M.A. (Henry Holt & Co.) The same brilliant descriptions and picturesque language which placed "A Winter in Russia" apart as a book of books among works of travel, characterize this volume. However much one may have read of the East, he will find it was an unknown country to him till Gautier, with his keen artistic perceptions, pointed out the varying lights and shades of its life and scenery. As presented by his sparkling pen, it seems a land of enchantment, rich in life, light, color, and romance. We recommend the work heartily, as not only far beyond the ordinary book of travel, but as something unique in style and power and vividness of description. 12°, cloth, \$2.

STORMS: THEIR NATURE, CLASSIFICATION, AND LAWS, by William Blasius. (Porter & Coates.) Professor Blasius has embodied in this volume the results of some twenty years' investigation of the nature of storms and other atmospheric disturbances. His theories are altogether new, but are indorsed by the highest scientific authorities as the most reliable explanations of the causes of storms yet given. His work is written chiefly for the general reader, and will be read with no little interest, the care and intelligence with which he develops his views giving it a special value and importance. The volume contains a number of plates, and is very handsomely gotten up. 12°, cloth, \$2.50.

AUTOBIOGRAPHY OF THOMAS GUTHRIE, D.D., AND MEMOIR, by his sons, Rev. David K. Guthrie and Charles S. Guthrie, M.A. Vol. II. (Robert Carter & Brothers.) This volume completes the history of the life and labors of this eminent Scottish divine. His name is so intimately bound up with the history of the rise and progress of the Free Church of Scotland, that a long and minute description of the disruption era forms a fitting addition to his life. The work is charmingly written, full of anecdotes both grave and gay, and embracing varied interests. It is in tone bright and genial, and sets forth a standard of the highest Christian living. 12°, cloth, \$2.

LITTLE CLASSICS, edited by Rossiter Johnson. Vol. 13. POEMS NARRATIVE. (James R. Osgood & Co.) Another volume has been added to what was considered the completed series of "Little Classics." No one will regret it, as it gives, in a most handy and pleasing form, a number of favorite poems, which are always delightful to reread, such as "The Deserted Village," "The Ancient Mariner," "The Prisoner of Chillon," "Bingen on the Rhine," "The Culprit Fay," "The Raven," "The Eve

of St. Agnes," etc., etc. The volume contains more matter, probably, than any previous volume of the series. 18°, cloth, \$1.

THE OLD, OLD STORY, and, THE ART OF PLEASING, by George Roy. (Robert Clarke & Co.) Two little pamphlets by the talented author of "Generalship," on the subjects of love and the best manner of rendering ourselves acceptable to those we desire to please. Written with the simplicity and quaint wit which gained for his story such a great popularity in this country and Scotland. Ea. 12°, paper, 25 cents.

BROCHURE OF BUNKER HILL, with Heliotype Views, compiled by George A. Coolidge. (James R. Osgood & Co.) Containing a history of the battle, a description of the monument, of relics of the battle, and of the monuments to Warren, with heliotype plates of the same. Also heliotypes of a number of autograph letters, etc., etc. A very pretty little remembrance of the day. Oblong 16°, paper, 50 cents.

THE LADIES' ANGULAR HAND. A Complete Course of Instruction for Ladies in the Present Fashionable Style of Penmanship. In Six Books, by R. and L. MacLaurin. (Robert Burnett, New-York.) We call particular attention to these copy-books, as being unusually well arranged for imparting a thorough knowledge of the present style of penmanship. Nos. 1, 2, 3, and 4 are progressive, beginning with small letters, then capitals, figures, etc., and sentences. The plan of Nos. 5 and 6 is quite novel, each page having a small note for the pupil to copy—properly written out and worded—of acknowledgment, appointment, thanks, excuse, request, contrition, etc. Each one is a model, both of penmanship and composition. Complete sets, \$1. Nos. 1, 2, 3, and 4, per doz., \$1.80. Nos. 5 and 6, \$2.40.

COOKING FROM EXPERIENCE, by Mrs. Sara T. Paul. (Porter & Coates.) To judge from the manner in which practical books on the above subject have multiplied in the past year, it would seem there could no longer be any excuse for bad housekeeping or ill-cooked meals. The directions are so simple and easy of comprehension, in the present cook-book, that the most stupid or ignorant of cooks could scarcely go astray with the volume in her hand. It is difficult to indicate the superiority of the receipts over those of a dozen other books of the kind without putting them to a practical test, a pleasing little task which is quite beyond our power; we can only, therefore, take the lady's word for it that they are extremely good and savory, and all of them new to the world. They are culled from her own experience of almost thirty years in house-keeping. 12°, cloth.

ELEMENTARY PHILOSOPHY. Part I. LOGIC, by James M. Willcox, Ph.D. (Porter & Coates.) The author disclaims, in a prologue, any aim to write a mere class-book, and says, "This volume is intended for those only who wish to improve themselves mentally, to understand themselves better, and who already set a value on their quality in the scale of existence." This work is the collated result of a long study of Christian philosophy, is dedicated to the "American People," and is offered them as a help towards a better understanding of orthodox philosophy and fundamental Christian principles. 12°, cloth, 75 cents.

STATIONERY AND FANCY GOODS.

Publishers and manufacturers of novelties in either stationery or fancy goods should send us samples, in order to make sure of having them noticed. We would also be glad to receive, at all times, for publication any items of general information to the trade.

THE trade in stationery and fancy goods during the past month was dull, but at this season of the year nothing better is expected. This is the dull season, and the dealers in general have no feelings of disappointment that they have not more customers. In both lines of business, however, there has been no want of those who find fault with the times, and complain that business is dull on account of a lack of confidence in the trade.

It is true that the late panic, with its consequent losses, did much to undermine the confidence of the trade. Money became scarce, and as those whose necessities were urgent could not borrow, they were led to sacrifice their goods to obtain the much-needed money wherewith to meet their obligations. This, for one, gave rise to the present system of underselling, which has done so much to injure the profitable business that was so confidently expected in the spring. Yet, when we take into consideration the general wealth of the country, and its recuperative ability, the cause of the present stagnation can not be traced entirely to the effects of the panic.

The worst effects of the panic have undoubtedly been felt, and though absolute recovery has not yet supervened, the remaining results are of small consequence, when compared with the depressing effects of the present condition of our national finances. The real cause of the general stagnation may therefore be said to be owing to our irredeemable currency, and until some action is taken for a return to specie payments, trade can not be expected to revive. The Resumption Act of the last session of Congress was undoubtedly a move in the right direction, but whatever effect it might have had upon business was lost by its fatal defect—it failed to provide any specific measures for carrying resumption into effect. At the late meeting of the National Board of Trade, the act was indorsed, and attention was called to its deficiency, and it is to be hoped that the matter will receive the attention of Congress early in the next session. Many plans have already been published to bring gold and silver back to circulation, and it has become a threadbare subject. Without advancing any theory, therefore, we would ask that proper provision be made to carry the resumption act into effect. When this is done, trade will revive, but with the present uncertainty nothing can be expected. The uncertainty of what action may be taken in future makes all values fluctuating, and under these circumstances it would have been better not to have specified a date for resumption, without having provided the means for making resumption a fact.

Both standard and fancy stationery lack animation, but the fancy papers for social purposes sell the best.

In fancy goods, the importers are now receiving their samples, and though trade is dull for the present, large orders are coming in for

the fall trade. It is estimated that the orders already received by the importers amount to about \$250,000, and they are distributed through all parts of the country. Some of the new samples are very beautiful, but as we can not mention all, we would call attention to the new ivory and leather goods imported by Charles L. Pratt, Nos. 451 and 453 Broadway. These goods consist of portemonnaies, match-boxes, cigar-cases, purses, etc., etc. The portemonnaies and purses are particularly noticeable. The sides are of ivory, handsomely carved, and the bellows portion of russia leather; the edges are bound with german-silver, and they can be had either with or without handles. The more expensive qualities are lined with silk, with silk cords and tassels. The portemonnaies sell from \$48 to \$96 per dozen; the purses, which can also be had in blue calf, cost from \$24 to \$60 per dozen.

For albums and the general line of leather goods, blue and black calf is taking the place of russia leather. Albums are mostly made in black calf, with silver mountings, but the blue is also used. They cost from \$6 to \$15 each. The chief business at present is in fans, and one sale of 12,500 is reported to a single house. The prevailing style is pearl and satin, with feather tips. The sizes are rather smaller and more modest than formerly. Many of them are embroidered by hand in the most elaborate manner, and may be had from \$3 to \$15 each, according to the sticks.

Mr. J. Emmerich, Maiden lane and Nassau street, New-York, has issued the Centennial thermometer. The tube is handsomely mounted upon strong cardboard, and is warranted correct. It can be had for \$1.50 per dozen, and retails for twenty-five cents each.

Mr. Edward E. Brown, No. 31 Beekman street, New-York, offers the retail trade a fine assortment of envelopes, made from the best qualities of Piries, Corson & Browne Company, and other first-class papers. These goods are a specialty, and will undoubtedly prove satisfactory.

Messrs. Payne, Holden & Co., of Dayton, Ohio, have issued a new style of book-covers, made of strong paper, and particularly adapted for the use of school-children, for their school-books and copy-books. It is the intention of the manufacturers to have them used by the dealers in school-books for advertising purposes. They are made to suit all the standard school-books, and in ordering them care should be taken to specify the book for which they are intended, so as to obtain the proper size. They are furnished by the thousand, with the dealer's imprint on the back.

LITERARY AND TRADE NEWS.

"THE Fullness of the Blessing," is the title of Miss Smiley's volume of religious meditations, forthcoming at Randolph's.

MRS. OLIPHANT's new novel, "Whiteladies," will be added to the "Leisure Hour Series," in July.

MESSRS. CLAXTON, REMSEN & HAFFELFINGER, of Philadelphia, have published a "Centennial Railway Guide Map" of that city, compiled by Prof. L. M. Haupt. It is 28x28 inches in size, and is published both in pocket form and mounted on spring rollers, at 75 cents and at \$4, respectively.

THOMAS HARDY, author of "Far from the Madding Crowd," begins in the *Cornhill Magazine*, for July, his new story, entitled "The Hand of Ethelberta."

WE are sure the trade will very heartily sympathize with Mr. Cooke, of W. B. Keen, Cooke & Co., Chicago, in the recent loss of his wife, who died on Saturday, June 19th, at her home in Chicago. Mrs. Cooke was a daughter of the late Dr. Ben Hageman, of Yazoo County, Mississippi, and at the time of her death was but forty-five years of age. The many friends of Mr. Cooke will join with the more immediate ones of the family in regretting her death.

A NEW novel, by Mrs. Lynn Linton, "The Atonement of Leam Dundas," is announced by the *Cornhill Magazine*, and one by Mrs. Oliphant by *Macmillan's*.

HENRY KINGSLEY has just published abroad a new novel, "Number Seventeen."

THE promised "Life and Letters of Lord Macaulay," by his nephew, Mr. G. O. Trevelyan, M.P., is now in the printer's hands, and will soon be published in England.

STILL another elementary series of general interest is announced by H. S. King & Co., London. The "Introductory Handbooks" will be outline sketches, not "cram-books," of the study of philosophy, music, art, English, classical and foreign literature, history, ancient and modern, etc.

MR. STEIGER has now ready a Relief Map of Pennsylvania, prepared by J. Schedler, which he sells, framed in black walnut, at \$1.50. There are in preparation similar maps of California and the United States.

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SITUATIONS WANTED.

A PORTER, by a man of 20 years' experience in the Book and Stationery Business. Good city reference. Address P. M., Publishers' Weekly office.

A YOUNG MAN of experience in the Book Trade desires a position in a Publishing House. New or second-hand trade. References. Address J. W. O. E., 44 W. 10th St., New-York.

BOOKS FOR SALE.

Beverly's History of Virginia. Second Edition. 12mo, calf-London, 1722. \$8.
Alden (Timothy). Collection of American Epitaphs. 5 vols. 16mo, boards, uncut. New-York, 1814. \$20.
Smith (John). True Travels, Adventures and Observations. 2 vols. 8vo, sheep. Richmond, 1819. \$12.
Vindication of the Captors of Major André. 12mo, boards. New-York, 1817. \$16.
Warranted perfect.

Address "Books," care Publishers' Weekly.

200 SINGING BOOKS, at 25 cents each; such as
Jubilant Voices, Sacred Crown, Hours of Singing,
etc. 200 Sunday-School Singing Books, at 10 cents each;
such as Golden Shower, Golden Censer, Bright Jewels, etc.
250 Episcopal Church Hymnals (1872), at 30 cents each.
Retail at \$1. A. J. HAWKS, Buffalo, N. Y.

BOOKS WANTED

F. B. PATTERSON, 32 CEDAR STREET, NEW-YORK.
Miles O'Reilly—Complete Works. Best form.

B. WESTERMANN & CO., NEW-YORK.
Riggs' Grammar and Dictionary of the Dakota Language.

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Nos. 743 & 745 Broadway, New-York.

LIST OF NEW WORKS.

1. ***A History of Caricature and Grotesque in Literature and Art:***
By THOMAS WRIGHT, M.A., F.S.A. With numerous illustrations, drawn and engraved by F. W. Fairholt, F.S.A. Crown 8vo, cloth extra. London: 1875. \$3.
2. ***Select Thoughts on the Ministry and the Church, etc.***
Gathered from the Literature of all Times, and arranged for immediate use. By the Rev. Dr. E. DAVIES. 8vo, cloth extra, gilt edges. London: 1875. \$6.
3. ***Dr. Schliemann's Great Work, Troy and its Remains.***
A Narrative of Researches and Discoveries made on the Site of Ilium and in the Trojan Plain. By Dr. HENRY SCHLIEMANN. Translated with the author's sanction. Edited by Philip Smith, B.A. With maps, plans, views, and cuts, representing five hundred objects of antiquity discovered on the site. Royal 8vo, cloth. London: 1875. \$12.50.
4. ***Timbs' English Eccentricities and Eccentricities.***
Stories of Wealth and Fashions, Delusions, and Fanatic Missions, Strange Sights and Sporting Scenes, Eccentric Artists, Theatrical Folks, Men of Letters, etc. By JOHN TIMBS, F.S.A. An entirely new edition. With about fifty illustrations. Crown 8vo, cloth extra, 600 pages, \$3.
5. ***Scott. Half-Hour Lectures on the History and Practice of the Fine and Ornamental Arts.***
By WILLIAM B. SCOTT, Assistant-Inspector in the Art Department of Science and Art, author of "Life of Albert Durer," etc. Third edition, revised by the author. Pp. 382. With fifty illustrations, engraved by W. J. Linton. Crown 8vo, cloth, \$3.
6. ***Characteristics from the Writings of John Henry Newman.***
Being selections, Personal, Historical, Philosophical, and Religious, from his various works. Arranged by W. S. LILLY, with the author's approval. 12mo, cloth, with fine portrait, \$2.50.
7. ***Cruikshank "At Home."***
Tales and Sketches by the most Popular Authors. With numerous illustrations by George and Robert Cruikshank and Robert Seymour. Also, CRUIKSHANK'S ODD VOLUME, or Book of Variety, illustrated by two Odd Fellows—Seymour and Cruikshank. Four vols. bound in two, fcp. 8vo, cloth extra, gilt, \$4.
8. ***Booksellers, A History of.***
Including the Story of the Rise and Progress of the Great Publishing Houses in London and the Provinces, and of their greatest Works. By HARRY CURWEN. Crown 8vo, with frontispiece and numerous portraits and illustrations, cloth extra, \$3.

"In these days ten ordinary Histories of Kings and Courtiers were well exchanged against the tenth part of one good History of Booksellers."—THOMAS CARLYLE.
 "This stout little book is unquestionably amusing. Ill-starred, indeed, must be the reader who, opening it anywhere, lights upon six consecutive pages within the entire compass of which some good anecdote or smart repartee is not to be found."
 —Saturday Review.
9. ***A History of Architecture in all Countries, from the Earliest Times to the Present Day.***
By JAMES FERGUSON, F.R.S. New and revised edition, with 1600 illustrations, four vols., medium 8vo. Price, per vol., \$12. Vols. I. and II., Ancient Architecture, now ready, not sold separately, 2 vols., 8vo, \$24. Vol. III., Indian Architecture, in preparation. Vol. IV., Modern Architecture, now ready, 8vo, \$12.
10. ***Oriental Zig-Zag; or, Wanderings in Syria, Moab, Abyssinia, and Egypt.***
By CHARLES HAMILTON. With illustrations in colors. 12mo, cloth, \$3.
11. ***Fruit Between the Leaves.***
Essays by A. WYNTER, author of "Curiosities of Civilization," etc. Two vols., 12mo, cloth, \$4.50.

"Among the important topics discussed in the pleasing and forcible style of this author, are "Curiosities of Sound," "Rats and their Doings," "Precious Jewels," "Village Hospitals," "Were-Wolves and Lycanthropy," "Rise and Fall of Great Families," "The Blind," "Life-Boats, and Those Who Man Them," "A Word to Port Wine Drinkers," "Preventive Medicine," "Eccentric Cats," "How our Millions Circulate," "Do Bad Odors Cause Disease?" and numerous other questions of public interest.
12. ***The Year-Book of Facts in Science and the Arts, for 1874.***
Edited by CHARLES W. VINCENT, F.R.S.E. Crown 8vo, cloth, 1875, \$1.25.

GREAT SALE OF FINE STATIONERY!

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The whole to be Sold at Auction, to the highest bidder, without any reserve or limit, commencing Tuesday Morning, August 3d, at the Clinton Hall Sale Rooms.

The following will give an idea of the great variety and value of the goods to be offered:

A very large assortment of Alex. Pirie & Son's celebrated Papers and Envelopes, in white and fashionable tints, in papeterie form, and in flat folios.

Grand Quadrille Papers, in white and tints, with the latest style of fashionable Envelopes to match.

One thousand copying Letter Books, bound in half calf and half russia. Made from the very best quality of French glazed paper, and thoroughly well bound.

A full line of Stephens' celebrated London Inks, comprising Fluid, Copying, Red, Blue, and Commercial Black Writing Inks.

A large variety of Steel Pens, Pen-Holders, Tracing Cloth and Papers, Roll Drawing Papers.

An expensive line of Leather Goods, Glass Inkstands, Library Inkstands, Metallic Memorandum Books.

Glass Bankers' Inkstands in all sizes; Glass Paper Weights in great variety; Lead Pencils; Visiting Cards; Price Current Papers in Blue and White folios and letters; Water-Colors, English and German; Mathematical Instruments; Copying Papers; Leather Portfolios, in Sheep and Morocco, with Gilt and Steel Locks; Backgammon and Chess Boards; Red Tape; Iron and Tin Goods; Cash Boxes with Patent Locks; Sponge Cups in Glass, etc., etc. A general assortment, too numerous to mention.

The whole will be offered on a credit of four and six months, for approved indorsed notes.

TERMS OF SALE.

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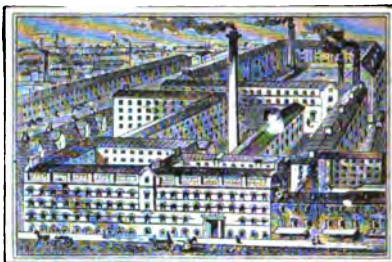
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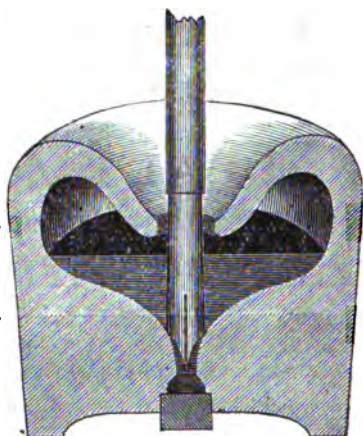
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THE writer of that pleasant book, "Hymns and Hymn-Writers," an entertaining compilation of anecdote and quotation, S. W. Cristophers, has written a new volume, on "The Poets of Methodism," which A. D. F. Randolph & Co. will shortly issue on this side.

LOCKWOOD, BROOKS & Co., having become the publishers of the American Tract Society, Boston, will represent that society at the Fair, keeping at their desk full samples of the publications. In their stationery department, full lines of their goods will be shown at the Fair, especially of the various inks and mucilages which they manufacture, and in which they are doing so large a business. We refer to a letter elsewhere printed, correcting a mistake in our previous number.

THE Second Supplement to Watts' Dictionary of Chemistry can be looked for in a few days at Worthington's. It will form a thick octavo volume, bound in cloth, to match the preceding six volumes, and, serving as an appendix to the Dictionary itself, will add largely to the usefulness of the latter, by making it the more complete and full.

PROF. BLASIUS' recent work on "Storms," Messrs. Porter & Coates report as meeting with very general favor, it promising to become an authority in that department of science. In their International Series, a new novel by Mrs. C. J. Moore ("Moreton"), entitled "On Dangerous Ground," is to follow "Afraja," which is said to have already been widely successful.

THERE will be ready shortly at Carleton's a new edition of Dickens' works, to be complete in fifteen volumes, 12mo. It is to be printed from the electrotpe plates of the twenty-volume edition, generally known as the "New Illustrated Edition," and will contain the illustrations which have been so prominent a feature of that edition.

QUINCY's work on "The Soiling of Cattle," not the "Selling," as recently misprinted in the WEEKLY, is the work to be added to the Orange Judd Co.'s list.

MR. CHARLES SOTHERAN, a nephew of the well-known London publisher, who has been, since his arrival in America, in the employ of the Messrs. Sabins and Leavitts, recently delivered a lecture before the New-York Liberal Club, which has since been issued by D. M. Bennett, of 335 Broadway, in a ten cent pamphlet under the title of "Alessandro di Cagliostro: Impostor or Martyr?" A recent number of the *Spiritual Scientist*, referring to a summary of this lecture contributed by him, says, "We welcome to our columns a new and most acceptable writer, Mr. Charles Sotheran, an English author of repute. . . . Mr. Sotheran is a gentleman of extensive reading and ripe culture, who is well known abroad as the author of several works upon the genealogies and antiquities of the English counties. He has also paid great attention to the literature of the occult sciences." Mr. Sotheran, while in England, edited several genealogical and statistical publications which called forth praise, and he has in contemplation the publication of his essays on Irish History and Grievances, Shelley, William Godwin, American Genealogy, etc.

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Young Ladies' Illustr. Reader..... 1.25

E. P. DUTTON & Co., New-York.

Hymnal, *new ed. rev.*..... 20 c. & 24

Hymnal and Canticles, *new ed. rev.*..... 1.75

Westcott, Study of the Gospels..... 2.00

WILLIAM F. GILL & Co., Boston.

Treasure Trove Series, ed. by R. H. Stoddard, vol. I, Burlesque..... 1.00

GINN BROS., Boston.

Morgan, Rep. Names in Eng. Lit..... 1.00

S. C. GRIGGS & Co., Chicago.

Demosthenes, Oration on the Crown (D'Ooge)..... 1.75

HITCHCOCK & WALDEN, Cincinnati.

Wise, Uncrowned Kings... .. 1.25

HARPER & BROS., New-York.

Drake, Nooks and Corners of New-England..... 3.50

Thackeray, Miss Angel..... Pap. 75

HENRY HOLT & Co., New-York.

Auerbach, On the Heights..... 2.00

IVISON, BLAKEMAN, TAYLOR & Co., New-York.

Algebraic Problems..... 1.25

Arithmetical Problems..... 1.00

Ficklin, Complete Algebra..... 2.00

Fish, Complete Arithmetic..... 1.40

— First Book in Arithmetic..... 50

Swinton, Complete Geography..... 1.80

— Elementary Geography..... 1.00

LEE & SHEPARD, Boston.

Wheildon, Battle of Bunker Hill.... Pap. 50

J. B. LIPPINCOTT & Co., Philadelphia.

Crosby, The Mystery..... \$1.75

Gosse, Romance of Natural History, *new ed.*..... 1.50

LOCKWOOD, BROOKS & Co., Boston.

Hale, Lost Palace, etc..... Pap. 50

— Nicolette and Aucassin, etc... Pap. 50

— One Hundred Years Ago..... Pap. 25

— Spoons in a Wherry, etc..... Pap. 50

— Stand and Wait, etc..... Pap. 50

— Story of the Simpton, etc..... Pap. 50

— Ten Times one is Ten..... Pap. 50

MACMILLAN & Co., New-York.

Leahy, Art of Swimming..... 1.00

Prestwich, Geology..... Pap. 1.00

NELSON & PHILLIPS, New-York.

Humphrey, Gems of India..... 1.25

ONEIDA COMMUNITY, Oneida, N. Y.

Noyes, Scientific Propagation..... Pap. 25

Oneida Community, Hand-Book of..... Pap. 25

JAMES R. OSGOOD & Co., Boston.

Aldé, A Nine-Days' Wonder.... \$1; pap. 50

Diaz, A Domestic Problem..... \$1; pap. 50

P. O'SHEA, New-York.

De Segur, Confession..... 50

Wiseman, Last Four Popes..... 1.50

F. B. PATTERSON, New-York.

Baker, Point Lace and Diamonds, *Flirtation ed.*..... 1.50

T. B. PETERSON & BROS., Phila.

Warfield, A Double Wedding..... 1.75

POTT, YOUNG & Co., New-York.

Christian Painter of the 19th Century.... 2.50

Wilberforce, Words of Counsel..... 3.00

PRESB. BD. OF PUB., Philadelphia.

Howard, Mr. Warner's Household..... 55

Spottswood, Alice Dunbar..... 60

G. P. PUTNAM'S SONS, New-York.

Greatorex and Despard, Old New-York, part II..... 24

RURAL PUB. Co., New-York.

Willard, Practical Butter-Book..... 1.00

D. & J. SADLER & Co., New-York.

Adventures of Sidney Flint..... 1.50

Fullerton, Rose Leblanc..... 1.50

— A Stormy Life..... \$1.50 & 2.00

— Too Strange Not to be True..... \$1.50 & 2.00

Gahan, Sermons, *new ed. rev.*.....\$3.00
 Henry, Flowers for Christian Wisdom.... 75
 Hoffman, Orphan Sisters.....\$1.50 & 2.00
 Little Crown of St. Joseph.....\$1; \$2; 2.50
 Old Chest.....\$1.50 & 2.00
 Olive's Rescue.....50 c. & 75
 O'Reilly, Victims of the Mamertine...\$2 & 2.50
 Potter, Two Victories.....\$1 & 1.50
 Riche, The Family.....60
 True to the End, etc.....50 c. & 75

SCRIBNER, ARMSTRONG & CO., New-York.

Bric-à-Brac Series, ed. by R. H. Stoddard :
 O'Keefe, Kelly, and Taylor.....1.50
 Smith, Assyria.....1.00

SCRIBNER, WELFORD & ARMSTRONG, New-York.

Bible, with Notes, ed. by F. C. Cook, vol.
 5.....6.00
 — New Testament, transl. by Sam. Davidson.....5.25
 Jager, Travels in the Philippines.....4.50
 Molière, Works, vol. 1.....7.50
 Wolf-Hunting, etc., in Lower Brittany....3.00

SHELDON & CO., New-York.

Olney, Primary Arithmetic.....Bds. 25
 — Grammar School Arithmetic...Bds. 85

W. J. SCHOFIELD, Boston.

Schofield, Prospector's Manual.....Pap. 50

E. & F. N. SPON, New-York.

André, Coal Mining, part 4.....Pap.\$2.00
 Municipal Engineers, Association of.....4.25
 Ross, Pyrology.....15.00
 Steel-McInnes Patent Pneumatic Reaction
 Brake.....Pap. 1.00

E. STEIGER, New-York.

Ahn's (Henn) First French Reader, with
 Foot-notes.....Bds. 60

D. VAN NOSTRAND, New-York.

Elliott, European Light-House Systems...5.00
 Richards Steam-Engine Indicator,\$3d ed.
rev......3.50
 United States Naval Institute, Papers of,
 vol. 1.....2.00
 Young Seaman's Manual.....3.00

T. WHITTAKER, New-York.

Washburn, Christian Faith and Theology,
 Pap. 25

WOOD & HOLBROOK, New-York.

Newton, Better Way.....50 c.; pap. 25

ANNOUNCEMENTS OF FORTHCOMING PUBLICATIONS.

RESOLVED, That this Convention recognize the PUBLISHERS' WEEKLY as the established organ of the entire trade, and recommend it to publishers as the medium through which they should make their "first announcement" of books they propose to publish, and the full title of all books immediately on publication.—AMERICAN BOOK TRADE ASSOCIATION.

G. W. CARLETON & CO., New-York.

Infelco. By Augusta J. Evans. 12". \$2.

DEBESSER, McLELLAN & CO., Portland, Me.

Webb's Railroad Laws of Maine. Containing the private and special Railroad Laws and Resolves; the general Railroad Laws; and the Decisions of the Supreme Judicial Court of the State of Maine on the Subject of Railroads, all Leases and Contracts, both Public and Private, also Mortgages and Deeds of Trust to secure Bondholders. By Edmund F. Webb, Waterville, Me. \$7.50. (July 25.)

HENRY HOLT & CO., New-York.

Whiteladies. By Mrs. Oliphant. (Leisure Hour Series.)

POTT, YOUNG & CO., New-York.

Heroes of the Arctic. By Fred. Whymper, author of "Travels in Alaska." \$1.50.

A. D. P. RANDOLPH & CO., New-York.

The Fullness of the Blessing. By Miss Smiley.

Ministering Women; or, Loving Counsels for Christian Workers. By Maria A. West.

HENRY L. SHEPARD & CO., Boston.

"Goals" and Tears. By M. Quad. With a Centennial Almanac. Illustr. by George F. Barnes and others. *Acushnet*. A Tale of New-England Life. By Rev. Peter Pennot.

The History of the Southern Confederacy. By George Cary Eggleston, author of "A Rebel's Recollections." To be published in parts.

"The Perfect Horse. How to Know him; How to Breed him; How to Train him; How to Shoe him; How to Drive him. By Rev. W. H. H. Murray. With an Introduction by Rev. Henry Ward Beecher, and a Treatise on Agriculture and the Horse, by Dr. George B. Loring.

SUMNER WHITNEY & CO., San Francisco.

Wrongs and Rights of a Traveler. By a Barrister at Law of Osgoode Hall. (Series of "Legal Recreations.")

D. VAN NOSTRAND, New-York.

From Everglade to Cañon with the Second Dragoons (Second U. S. Cavalry). An authentic Account of Service in Florida, Mexico, Virginia, and the Indian Country, including the Personal Recollections of Distinguished Officers.

cers, Anecdotes, Ballads, etc. With an Appendix containing Orders, Reports of Operations and Correspondence, Battles of the Regiment, Military Records of Officers, Roll of Honor, List of Stations, etc. 1836-1875. Compiled by Theo. F. Rodenbough, Colonel and Brevet Brigadier-General U. S. Army. Illustr. with six full-page Chromo-Lithographs, eight Photo-Portraits, two Maps, and some Pen-and-Ink Sketches, after spirited designs by Edwin Forbes and others. Roy. 8°, pp. 500. \$7.50. (Sept. 1.)

T. WHITTAKER, New-York.

(Aug. 15.)

Golden Truths. A Series of Sermons for the Christian Year, with a special Course for Holy Week. By John N. Norton, D.D. 12". \$2.

Our New Minister. A Story. By E. G. Perryman. 12".

The Evangelical Church. A Series of Sermons by Clergymen of different Protestant Denominations, Illustrating the Spiritual Unity of the Church of God. Edited by Rev. Henry Tullidge, D.D. 8°.

Nuts for Christmas Cracking. Richly illustr. By Theresa Oakley Hall. *New ed.* 8°, pp. 237. \$2. (Aug. 1.)

The Proofs of the Existence of God. By President Jackson, of Trinity Coll., Hartford. (Vol. of Discourses, Sermons, etc.)

JOHN WILEY & SON, New-York.

Elements of Graphical Statics, and their Application to Framed Structures, etc.; Cranes; Bridge, Roof, and Suspension Trusses; Braced and Stone Arches; Pivot and Draw Spans; Continuous Girders, etc. By A. Jay Du Bois, C.E., Ph.D. 2 vols. 8°. 1 vol. text and 1 vol. plates.

A Handbook for Bridge Engineers. By C. Henschel. 3 vols. Cont.:—1, Straight and Beam Bridges;—2, Suspension and Arched Bridges;—3, Stone Bridges, Bridge Piers, and their Foundations.

Dyeing and Calico Printing. By C. Calvert. Ed. by Dr. Stenhouse and C. E. Groves. Illustr. with wood engravings and specimens of printed and dyed fabrics. 8°.

Fresenius' Qualitative Chemical Analysis. Transl. into the New System, and newly edited by Prof. S. W. Johnson. With additional cuts. 8°. \$4.50. (July 20.)

Stereotomy or Stone-Cutting. By Prof. S. Edward Warren. 8°. Plates.

Miller's Organic Chemistry. 8°.

The Niagara Convention

(Editorial Correspondence.)

NIAGARA FALLS, July 14, 1875.

THE Niagara Convention is so far a thorough success. The attendance is large, from all parts, and excellently representative. The tone is harmonious and moderate beyond what was generally expected, and the opinion has been expressed more than once that "the booksellers are a pretty sensible set of men." The meeting is well along in its business to-day, so that it will scarcely be necessary to remain in session longer than to-morrow, and the action so far taken is reasonable and wise.

President Randolph's opening address yesterday deeply impressed the Convention with the importance of its work, and with the honor and responsibility of the calling of its members, and thus prepared the way for effective, because well-considered, work. That address, with other reports from the Convention, must of course go over to a Convention supplement next week, and I don't propose, in this brief letter, to do more than reflect the temper and achievement of the Convention. The reports from various representative men of different parts of the country were generally encouraging, and the statement, as a rule, was that the reform had already done real service, for the little trade they had lost was more than balanced by the results of the sounder system of doing business which the Association was promoting. Mr. Barnes reported for New-York, in a classical and witty speech, full of "points," which was very telling. He alluded to the difficulties the Central Booksellers' Association had encountered in attempting the 20 per cent agreement, and, although loudly called upon to mention names, refused to do so. He ended by stating that the house which had then stood in the way of reform, had within a few days joined the Association—an announcement which called forth the most hearty applause.

The Executive Committee had held a long session on Monday night, in consultation with other leading men of the trade then in town, and the results of this meeting were given in their report. These resolutions, by their suggestion, were referred to a general committee of thirty on the affairs of the trade, who were in session all last evening and much of this forenoon. The Convention, this morning, waiting their appearance, held what President Randolph calls "an experience meeting." Men from all parts of the country took the platform in turn, and recited their difficulties and their hopes, the President enlivening the proceedings with his ever-present and ever-popular humor, "original and selected."

At the two evening consultations, most of

the grievances were ventilated, and the way cleared for harmonious action. The Western retailers were, as had been expected, anxious for stringent measures, but they had cool, clear heads, and finally joined in less extreme measures, which all felt could arouse no feeling. The first resolution reported this morning, was to the effect that, after this first meeting, only members of the A. B. T. A. should be allowed to buy or sell at the Book Fair. This was carried unanimously and without debate. The second resolution was the pith of the Convention. It seemed to be tacitly agreed upon that the Convention should not attempt to change the essential features of the platform adopted at Put-in Bay, and its chief aim became that of putting this rule into effective operation. There was a great deal of discussion evoked by the Committee's resolution setting forth that the best booksellers of the country would be obliged to withdraw their capital from the book business unless a reform was effected, and therefore requesting the publishers to reduce discounts to all houses which should be reported by the Committee of Arbitration as undersellers. It was at last adopted with remarkable unanimity, and thus the main work of the Convention was finished.

Other provisions to-day have been a resolution limiting membership in the Book Fair, after the present one, to members of the A. B. T. A., providing for committees on local organizations, on the religious publication societies, on the Centennial, etc. The question of clearance sales provokes much discussion, and was under debate when the Convention adjourned. All told, the gathering has been remarkable, and it has made a great step forward in the reform, partly by not trying to make that step too long a one. For eighteen months' work, since the first Cincinnati meeting, the book trade has something to be proud of.

R. R. B.

We are by no means inclined to grumble against any fair competition, which is according to the proverb "the life of trade," though we trust we may never need it to spur us up toward doing the best we are permitted to do for our readers and the trade. But we do think our friends of the American News Company are "rubbing it in" a little in following directly so many of our titles, just as we succeed, at much pains and cost, in making them of value. First our Monthly Book Circular was copied, both in title and style of get-up, just as we were beginning to make our own enterprise well known in the trade; and the result was to confound the two publications, to our disadvantage, and to give the rival issue the benefit of our advertising.

Now they attempt to take the wind out of our sails by announcing an "Educational Catalogue," with our exact title, after we have gone to considerable expense in having such a work thoroughly advertised through the trade. The titles are, of course, not distinctive enough to permit of copyright; but we should suppose that some other title and style might be chosen, if only from trade courtesy. We are perfectly willing to put our lists and publications in direct competition with any other, at any time; but we do object to mystifications which tend to confuse the trade as to which is which. Of course, two publications, where only one is needed, tend to divide support where there is not more than enough to make one what it should be; but this is a matter which takes care of itself. All we wish for is fair play!

LETTERS TO THE EDITOR.

To the Editor of the Publishers' Weekly:

DEAR SIR: In your column of business changes of July 10th, you incorrectly state that the stationery branch of the late house of Noyes, Holmes & Co. has been sold to John B. Holmes & Co., whilst the fact is we merely made a *clearance sale of a large portion of our stationery stock* to the firm named, and at once laid in an entirely new and fresh line of stationery in all departments, to which the attention of dealers is invited. We continue the stationery business, jobbing and manufacturing, as formerly. LOCKWOOD, BROOKS & Co., Boston, Successors to Noyes, Holmes & Co.

BOOKS RECEIVED.

THE LAW OF LITERATURE, by James Appleton Morgan, M.A. (James Cockcroft & Co.) Vol. I. There has been a dearth of legal literature on copyright, and now we are to have several at once. Mr. Curtis is revising his work, published in 1837, and Mr. Eaton S. Drone, who has contributed several valuable papers on the subject to the *Law Review*, is preparing an independent volume which will be issued by the same publishers. The work of Mr. Morgan, of which the first of the two volumes is before us, seems wider in its plan than either, for it deals comprehensively with the entire question of literary property in MSS., newspapers, plays, and works of art as well as books, the transfer of copyrights, and libel and contempt of court by literary matter. An appendix is to give the American, English, French, and German copyright laws. This first volume contains an introduction on the origin of intellectual property in natural law; Book I., "In what and in whom property in literary composition may exist," with chapters on innocence, libel, contempt of court, and originality; and of Book II., "Of property in literary composition before publication," the chapter on manuscripts. The second will of course be the copyright volume proper. We believe it is not quite the thing to say that a law-book is entertaining, yet Mr. Morgan's is certainly readable as well as excellent for consultation, and he has performed good service

in compiling it. His references are remarkably full, and some of the important trials, such as the "Griffith Gaunt" libel suit, he reprints in full from the digests. We take pleasure in commending this work to its public, and await with interest the publication of the concluding volume. Special mention should be made of the typographical beauty of the present volume. 8", sheep, \$7.50.

NOOKS AND CORNERS OF THE NEW-ENGLAND COAST, by Samuel Adams Drake. (Harper & Brothers.) In this is embraced descriptions, with many illustrations, of every place of past or present interest along the New-England coast, from Mount Desert Island to Saybrook. While the volume is pleasant and chatty, it is also scholarly, showing much patient labor and research, and an indefatigable energy in hunting up and recording facts, legends, and traditions. The memories of other days which cluster around and in all these "nooks and corners" are poetically and appropriately woven in with a mass of historical information, which renders the volume a most valuable contribution to historical literature. The illustrations are four hundred and forty-nine in number, including portraits and views, and are really very fine. Altogether the volume is very handsomely gotten up. 4to, cloth, \$3.50.

THE GREEN GATE, by Ernst Wichert. Translated from the German by Mrs. N. L. Wister. (J. B. Lippincott & Co.) Mrs. Wister's name on the title-page of a story may be taken as sufficient indorsement of its merits—her judgment in selecting stories for translation, thus far, having been proved sound and reliable. The present story, "The Green Gate," deals with German home-life in the rich mercantile classes, and presents many graphic delineations of character. There are so many romantic episodes in the story, the old legend of the "Green Gate" among them, that it would be impossible to do justice to any one of them in our space; we can only recommend the publication as one of the best out, in the line of summer reading. 12mo, cloth, \$1.75.

ON THE HEIGHTS, by Berthold Auerbach. Translated by Simon Adler Stern. (Henry Holt & Co.) The many imperfections existing in the previous translation of this work induced the publishers to issue a new edition by a new translator. Mr. Stern's work will be found a great improvement upon his predecessor's, the translation being easy and flowing, and free from the crudities which in former editions marred the reader's pleasure. 12mo, cloth, \$2.

POPULAR RESORTS AND HOW TO REACH THEM, by John B. Bachelder. (John B. Bachelder.) The third revised edition of one of the handsomest and most attractive guide-books for summer travel in the market. It will be found very agreeable reading for those who stay at home also, as the text is very clever and graphic, and the illustrations in which it abounds, unusually bold and well executed. 12mo, cloth, \$2.

IN THE KITCHEN. (Lee & Shepard.) Another cookery book! It is impossible for us to go into the respective merits of these publications, the only proof of the excellence of the pudding being in the eating. We can, however, designate difference of get up, as in this volume, where the type is unusually large, and printed on fine, clear, white paper, with plenty of margin. The size, too, has an advantage, being a

quarto, and so well bound that the book seems made to set up on the kitchen-table, for it can be opened at any page and will remain so for consultation without a leaf falling. Every department is supplied with a number of blank pages, so that additional receipts may be added. The receipts cover every kind of cooking, and are culled from Mrs. Miller's (the editress) own experience, and from French, German, and English works not in common use. Others have been taken from the written receipt-books of families, North and South, celebrated for the concoction of some special dish. We feel bound to again allude to the mechanical perfection of the volume, the entire workmanship being noticeable among present publications. 4to, cloth, \$2.50.

MESSRS. ROBERT CLARKE & CO. have issued a "Catalogue of Theological and Religious Books," in which the works are entered alphabetically both by subject and author. It is in neat pamphlet form, octavo size, comprising some eighty pages, and includes a large collection of the best works, new and old, American and foreign, in this department of literature. Like all the biographical publications of this house, the catalogue is admirably compiled and arranged with exceptionally neat typography.

WE have received from M. Gray, of San Francisco, the following music: "She Is So Innocent," from Lecocq's opera of *La Fille de Madame Angot* (35 c.); the "Japan Waltz," composed by S. H. Marsh (60 c.); "Kutschke Polka," by Ludwig Stasny (30 c.); "The Lute Song," the sixth number of the Schubert Album, revised and edited by Oscar Weil (35 c.); and "Smile whenever you Can," by L. von der Mehden (30 c.).

Cobb, Andrews & Co.

HAVING long outgrown their old store in Superior street, Messrs. Cobb, Andrews & Co., whose firm existence dates nearly back to the chartering of Cleveland as a city, have lately moved to the large block they have built for their business on Euclid avenue. This new store forms one of the notably large bookstores of the country. The main floor is 180 feet deep, with a front of 52 and a height of 17 feet. The walls are shelved from ceiling to floor, and a light gallery is run from front to rear, obviating the necessity of using step-ladders. A wire-guarded bridge connects the gallery midway in the store, the ascent to which is by a pair of stairs leading to the middle of the bridge, and over the stairs to the basement. In front of the stairs, the office is placed, and between this and the front are arranged handsome tables and show-cases. The store is largely stocked with school and miscellaneous books, stationery, photographs, etc., the basement being chiefly devoted to storing the stationery stock.

When Mr. C. C. Cobb first entered, as a boy, the business of which he is now one of the proprietors, he was the only clerk, and had to sweep out the store, build the fire, and run errands, and do all the odd jobs, besides waiting on the customers. The crowds on the opening evening were received by a small army of clerks, salesmen, book-keepers, and selling agents, whose services are required

by the extensive business of the establishment. It is but justice to say that the fine display on the other evening was due, in no small degree, to the taste and industry of those employees, and that they have so far shown themselves to be walking in the course of faithful attention to business and uniform courtesy to the public which has brought prosperity and honor to their employers.

In removing to their new and elegant quarters, Messrs. Cobb, Andrews & Co. have not wholly abandoned their old store. They will continue that as a down-town retail book and stationery store, and have made several improvements in the internal arrangements, which customers will discover for themselves, without any formal "opening."

Stationery at the Book Fair.

MUCH to the surprise of the entire trade, the stationers have signified their intention to take a great interest in the coming Book Fair. Most of the leading houses in the city will be represented, and there will be a display of stationery that will surpass any thing of the kind ever attempted before. The variety of goods offered far exceeds the former contributions to the Trade Sale, and if the Fair should turn out successfully, it is urged that the contributions to the next will be greater than the present.

Among the New-York houses represented will be Chamberlin, Whitmore & Co., who will exhibit wedding, fine, and staple envelopes, and foreign papers of all kinds. Samuel Raynor & Co., J. Q. Preble & Co., and Berlin & Jones will also exhibit envelopes and papers. Liebenroth, Von Auw & Co. will display a full line of blank-books, memorandum and pass-books; Carter, Dinsmore & Co., inks, mucilage, etc., etc.; Charles D. Pratt, fancy goods and bronzes; Edward E. Brown, fine envelopes; Henry Levy & Co., pocket-books, etc.; Porter & Bainbridge, full line of Centennial letter and note-paper. The American Lead-Pencil Company and the Eagle Pencil Company will make a display of their best goods. The Manhattan Book Company will show a full line of their perforated manuscript, sermon, and legal papers. Messrs. Anderson & Cameron will display all their specialties, in the way of school-cards, blank notes, drafts, etc., etc.; Robert Sneider, a fine assortment of fancy and plain stationery; L. Dubernet, passe-partouts, etc.; R. B. Dovell's Son, inks, mucilage, etc., etc.; Robert Burnett, new sample-book, etc.; Baker, Pratt & Co., imported stationery, inks, drawing-papers, Bristol-boards, etc.; E. Steiger will make a handsome display of globes, etc., and E. & H. T. Anthony will show a line of stereoscopic goods, etc.

L. Prang & Co., of Boston, offer their whole catalogue of chromos, cards, etc.

From Philadelphia, there will be S. D. Burlock & Co., W. W. Harding, and A. J. Holmon & Co., all of whom will display albums.

H. B. Nims & Co., Troy, will show globes and pamphlet-cases. Charles Taber & Co., New-Bedford, photographic copies of fine engravings, stereoscopic views, etc. Martin Taylor, Buffalo, self-fitting and self-fastening book-covers. The United States Soapstone Manufacturing Company, of Cincinnati, O., exhibit a full line of soapstone pencils. From Springfield, Mass., there is the Powers Paper Company

writing-papers, envelopes, papeteries; Union Ink and Paper Company, and the Springfield Envelope Company; and from Holyoke, Mass., there will be the representatives of the Massasoit Paper Company, Writing Paper Company, Union Paper Company, and the Holyoke Paper Company.

With such a great variety of goods, the Fair can not but prove successful.

LITERARY AND TRADE NEWS.

THE fourth volume of Rev. Dr. John G. Palfrey's "History of England" is nearly ready for publication.

MRS. WILSON, *né* Miss Augusta J. Evans, author of "Beulah" and "St. Elmo," has finished her new novel, "Infelice," and placed the MS. in Mr. Carleton's hands for publication in fall.

POTT, YOUNG & Co. will publish a general summary of Arctic exploration, prepared by Fred. Whymper, under the title of "Heroes of the Arctic." Mr. Whymper is one of the well-known Whymper brothers, and the author of "Travels in Alaska."

We are probably to have Mr. Allibone's "Prose Quotations from Socrates to Macaulay," with indexes, in the autumn.

THE Boston *Literary World* is now in its sixth year, and takes rank among the leading critical journals of the country. Its value to booksellers can be seen on a glance at its columns; and, as *Old and New* once said, the *Literary World* and THE PUBLISHERS' WEEKLY are indispensable to the intelligent dealer. It supplements our columns by longer and very interesting descriptive and critical notices of books which we can not possibly give. We confidently commend the *Literary World* to the attention of the trade.

NEW volumes in the several "Great Western," "Young America Abroad," "Yacht Club," "Forest Glen" and "Maidenhood" series are promised by Lee & Shepard for the fall, as also another of Jules Verne's stories, and "The Sunless Land," a book of adventure by De Mille. Sophie May, moreover, is to give us one of her bright romances; Chas. W. Hall will delight the boys with an Arctic tale, "Lost in the Ice-Fields;" Frank Albertson will write of "The Four-footed Lovers," and in "The Big Bonanza" will be found a collection of stories of adventure, largely illustrated. These but partially cover their list, however, which by its length and contributors promises the young folks a rich treat next winter.

THE coming volume of D'Aubigné's great work carries the reader through the Reformation in Scotland up to the death by martyrdom of George Wishart, and in Geneva during the early years of Calvin's residence there. The two volumes needed to complete the work, left nearly prepared by Dr. D'Aubigné, are to appear under the editorship of two of his neighbors and friends, the Pastor Duchemin and Prof. Binder.

"AS OTHERS SEE US."—The *Athenaeum* remarks that "The American book trade (abroad) was remarkably prosperous last year. The total export from the United States is valued at 584,950 dollars. \$95,688 worth of American books was exported to England, \$26,515 to Germany, \$7515 to France, \$77,809 to Colum-

bia, \$82,222 to Brazil, \$23,821 to the Argentin Republic, \$23,779 to Cuba, \$16,207 to Mexico \$14,268 to Australia, \$8758 to China, \$4627 to the Sandwich Islands, \$32,664 to Japan, and \$138,189 to Canada. Other countries, European and Asiatic, purchased books in quantities varying from \$8000 to \$100. The reader will see at a glance that a most remarkable sale of American books is annually going on, especially in Canada and Japan."

REV. MR. KELLIN, of Belfast, a distinguished professor and clergyman, has compiled and placed in the hands of Messrs. Macmillan, for publication in the autumn, an "Ecclesiastical History of Ireland," from the earliest date up to the present time.

THE Parisian Society of Authors and Dramatic Composers has published its Annual Report. The sums received by the members amounted, last year, to no less than 10,516,068 francs.

THE *Athenaeum* states that the correspondence of John Stuart Mill will contain many letters theological rather than philosophical in tone, and it hints that the book will contain passages, especially on religious topics, which are far more uncompromising than the boldest in the "Autobiography," and that they will, in any case, throw considerable light on various developments of the beliefs entertained at successive periods by Mr. Mill.

MR. N. L. THIEBLIN, author of "Spain and the Spaniards," has a novel in preparation.

Humors of the Trade.

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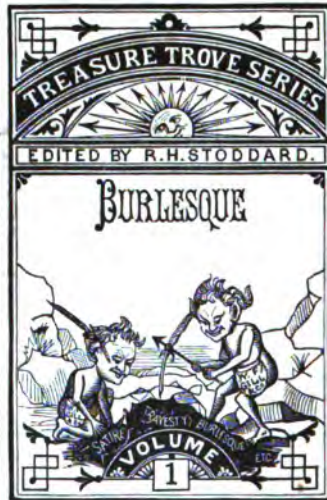
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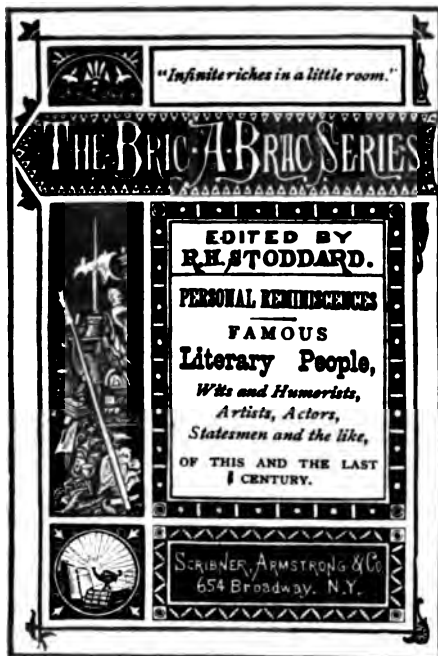
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"This is the most sumptuous cook-book we have yet seen. It is prefaced by directions with regard to the table, including specific remarks upon the breakfast, dinner, and tea tables, respectively, with instructions with regard to fires in the cooking of food and the utensils of the kitchen. The volume is a very handsome quarto, tastefully bound, and printed in large type, upon an excellent quality of paper."—*Boston Saturday Evening Gazette*.

"This neat and substantial volume is, we are assured by those competent to judge, one which will prove a very useful one to all who may seek its assistance, and some portions of its contents will be found worthy the attention of those long experienced in the art of cookery. The introduction of blank leaves, on which to preserve additional receipts, is an excellent feature; and the book, as a whole, for information and reference in its peculiar province, certainly possesses a high degree of merit."—*Boston Transcript*.

"It has the appearance and outward attractiveness of a parlor annual. It is an encyclopedia of receipts. Young ladies graduating in this volume may be considered consummate cooks."—*Zion's Herald*.

"The best compliment we can pay to the outside of this handsome volume is that we took it at first sight to be a drawing-room book, with views of the Rhine, etc. Upon a closer inspection we find it relates to the kitchen, and that in addition to its merit as a cookery-book, it is a model of typographic clearness and beauty. The book seems to contain every dish which the human mind has ever conceived. It is the biggest, handsomest, and best cookery-book of the season."—*Inter-Ocean, Chicago*.

CHILDHOOD.

The Text-Book of the Age. By Rev. W. F. CRAFTS, author of "Through the Eye to the Heart," "Trophies of Song," etc. 1 vol. 12mo. Illustrated. \$1.50.

This unique work will at once commend itself to parents, pastors, teachers, and all lovers of childhood. Among its varied contents are a "Childhood's Dictionary," containing nearly a hundred striking definitions from the lips of little children; a "Cabinet of Specimens" of children's characteristic sayings and doings, arranged in scientific order, in "shelves" and "cases," including a choice collection of 350 "specimens;" the whole comprising fully 600 incidents of child-life. Mrs. Crafts adds a chapter on the Kindergarten.

"This cyclopedia of anecdotes will be found invaluable to Sunday-school speakers. The *naïveté* of the writer is occasionally very entertaining."—*N. Y. World*.

"A book full of stories about children. It contains much that will amuse them, though it is, in the main, for grown people. For example, one chapter is entitled 'Discoveries in the Child-Book,' and has such divisions as Instinct of Activity, Instinct for Working in the Soil, Rhythmic Instinct, etc. This will be perused with interest by parents whose babes discover one or more of these proclivities."—*N. Y. Evening Post*.

"The compiler of this pretty volume loves the children: and from the love for the children, as shown in his book, they should love him. The theoretical portions of the book are not dull words of advice, or a threadbare treatment of well-worn subjects. They have already been received with much favor as addresses at various conventions in America and abroad, and the author handles his subject most skillfully."—*N. Y. Sunday Times*.

"The suggestions which it contains are sensible, and its reasoning sound; but its chief value consists in its many quotations and anecdotes, by means of which the reader learns how readily and quickly ideas are awakened and opinions formed by the little ones, by which often their whole lives are affected. The perusal of this book will show, with startling distinctness, the necessity of making our early impressions, so far as possible, such as will prepare the way for a useful and honorable career."—*Boston Transcript*.

"The book will prove a delight to boys, and to all interested in young people, and for children themselves. From its pages may be extracted a rare fund of amusement. We know of no work which covers quite so much ground in treating of juvenile peculiarities, or accomplishes what is undertaken more acceptably. The humorous feature of the subject is made prominent throughout. It is beautifully printed upon tinted paper."—*Boston Saturday Evening Gazette*.

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"All teachers, both secular and religious, will find this book a most valuable aid toward a full understanding of the peculiar nature of childhood."—*Our Fireside Friend, Chicago*.

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A JOURNAL
SPECIALLY DEVOTED TO THE INTERESTS OF THE

BOOK AND STATIONERY TRADE.

[With which is incorporated the American Literary Gazette and Publishers' Circular, established 1832.]

OFFICIAL ORGAN OF THE PUBLISHERS' BOARD OF TRADE AND THE AM. BOOK TRADE ASSOCIATION

F. LEYPOLDT, EDITOR AND PUBLISHER, 37 PARK ROW, NEW-YORK.

VOL. VIII. No. 4.

CONVENTION NUMBER.

WHOLE No. 184.

To Dealers in School-Books and School Materials.

The **New School Edition of the AMERICAN EDUCATIONAL CATALOGUE**, now in its sixth year, will be issued in July, and will contain an entirely revised complete Reference List of School Books, with retail prices for 1875-1876.

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THE
UNIFORM TRADE-LIST ANNUAL
For 1875-76.

In compliance with the many urgent requests, the forthcoming ANNUAL will have an INDEX. Of course, like Whitaker's, it can only include the more prominent works and editions, and is to serve merely as a temporary expedient until the completion of the American Catalogue and Finding List. Imperfect as such an Index necessarily must be, it will, by indicating the publishers of live authors and the principal works on any live subject, greatly facilitate ready reference.

As the new Trade-Lists will comprise nearly all the books published since the issue of the last Annual, and the Index is to refer to all important publications, the latter will, to some extent, also replace the ANNUAL REFERENCE LIST.

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F. LEYPOLDT, Publisher,

P. O. Box 4295, N. Y.

THE AMERICAN BOOK TRADE CONVENTION.

HELD AT NIAGARA FALLS, JULY 13-15, 1875.

[SECOND ANNUAL CONVENTION OF THE AMERICAN BOOK
TRADE ASSOCIATION.]

THE CONVENTION.

THE Convention was a grand success. How thoroughly and entirely successful it was, we can not fully tell those who were not there to feel it for themselves. Whoever did go, came away proud of his calling, of the men in it, of the work before it,—with a pride he had not known before.

It was a great thing, if no more had been accomplished, to call together more than two hundred representative men, from all interests in the trade and all parts of the country; to give them the opportunity of knowing, respecting and esteeming each other; to bring them from the most diverse views into harmony of opinion and feeling, and to send them home again with a new sense of the dignity and wide importance of their calling, and an encouraging enthusiasm for their work.

But the legislation of the Convention was still more vital. It accomplished much by attempting little. The work of the meeting in this respect contained three chief items: a suggestion, more especially to the publishers, as to how undersellers might wisely be dealt with; a re-statement of the basic rule of the reform, so that retail prices were definitely set forth as the basis of retail dealing, and the misunderstandings that threatened the disruption of the Association swept away; and a provision, whereby members of the trade might safely join the Association without putting themselves at a disadvantage in competition with others, and the rules of the Association thus go into effect without waiting for every house to give its adherence to them. Thus the chief stumbling blocks of the past year have been removed, in a conservative spirit marked by the absence of any thing like coercion and against which none can make criticism.

There were those, and some of them leading publishers, who insisted, previous to the Convention, that unless the most stringent measures, looking toward compulsion, were taken

by the meeting, the reform would certainly fall to pieces. Others felt that such legislation would be hostile alike to the American spirit and to the true laws of trade, and knew that it would alienate those most successful houses, who stood ready and anxious to promote sound business principles, but knew that co-operation, going too far, ceases to be helpful, and becomes tyrannous, unjust, and unwise. The one and sufficient guarantee to such wise leaders as these is the story of this very Convention.

Men came there with all sorts of opinions, the most radical and the most violent; but such was the assimilative influence of this great gathering, that those who came the most extreme, went away feeling that the Convention had done the right thing in the right way. This was accomplished, first, by the useful provision of the Committee of Thirty, before whom every one might "speak out their mind," and every point of policy or personal grievance be frankly, because confidentially, discussed, and in whose meetings therefore the impracticables became easily reconciled; and secondly, by the wise and kindly guidance of the Chair in the Convention itself.

The members of the trade proved themselves men splendidly cool, clear-headed, and amenable to reason, and we say boldly that, after the experience of this Convention, none need fear to join the Association, and thus best promote its useful work, for fear of being driven out of its ranks again by extreme measures. That danger is gone by, and every new accession sends it farther off. The Association is one of those ideal democracies in which brains count as well as noses.

One point should be especially noted. The Convention not only invited and permitted all members of the trade to talk and vote, but it attempted in its legislation to make no distinction between members and non-members. The only exception was as to the Book Fair, which was originated by the Association, and was considered a part of it, and to which in the future

only members are therefore to be admitted. Even this we scarcely believe in. So long as the Association is doing wise work wisely, as it is doing now, it needs no premium on membership; it is such a good in itself that the trade will feel that they belong in it, without "inducements." Nor was there any laying down the law in peremptory mandates. As far as members themselves are concerned, they simply agree to return to what every body agrees are sound business principles, but to which there could have been no return without association. To non-members they virtually say, Help us to this return, and you are as one of us. To those who persist in unsound and ruinous methods, they say, not "Thou shalt not," but simply, "If you help to hurt our business, we can not, as business men, afford to deal with you at all; or if at all, on such terms as will enable you to harm us or our customers"—and this accomplishes the object in reasonable and unobjectionable fashion. There is nothing like doing the right thing in the right way; even to do the right thing in the wrong way is sometimes practically as bad as to do the wrong thing. Had the Convention attempted compulsion, or made the Association a privileged corporation in the trade, however excellent its purpose, the latter would have laid itself open to the imputation of being a "Trade Union," or a "Ring," and it would not have been easy to dispute the verdict. As it is, no fair man can do otherwise than praise it. It has made itself a nucleus in the trade for all who believe in sound business principles; it has furnished a court of arbitration to the benefit of the trade at large; it has done and is doing much in every way for all the trade. And so the nucleus will grow and grow till it includes the whole trade.

We give below a full report of the Convention, from the stenographer's notes. Of course, there came to the Convention men of narrow views, men with selfish views, men of unreasonable views, men with hobbies, partisans, extremists—some representing only themselves, others from whom the Convention was glad to hear, however it disagreed with their tenor. We have tried to give all, so that all may see for themselves the assimilative process of these grand meetings. They will thus learn the more surely, because all the extreme views have been brought out and left out, how safe the Association is, what freedom there is from danger that it will attempt tyranny, class action, or extreme measures of any sort. As the President nobly said, it is not a publishers' movement; it is not a jobbers' movement; it is not a retailers' movement; it is *our* movement. And such a movement, let us add, that no house which desires the best for its trade and the pub-

lic does justly by itself, if it fails to enter into and promote the A. B. T. A.

WE can not let the opportunity pass without speaking directly of the way in which the Messrs. Lippincott's welcome action was received, as illustrating the spirit of this movement. Mr. Barnes' humorous report seemed meant to have no sting in it, and the Convention received it in that way. When Mr. Wood came to the platform, he was greeted with the heartiest applause, which was repeated and doubled as he concluded his speech. It seemed to say, "We forget all differences of opinion, and there shall be no questioning whether we or you were wrong or right. We shake hands cordially, and will work gladly together on any platform on which the whole trade finds it can stand. For the future, we are all one in the good work." And we may add that the new course of the Philadelphia house, in adhering to the Association, promises to win for it a wide popularity, which the previous difference of opinion serves only to emphasize.

THE subject introduced to the Convention in connection with Mr. Houghton's speech, namely, the tariff on books, seems to us properly within the scope of a trade association, and yet we quite agree with the President that it should be entirely left out. The question necessarily develops such difference of opinion and interminable debate that it is both useless and dangerous to attempt to bring it before such an association or meeting. The resolution first presented was so indefinitely drawn that it might have pledged the Association, through the proposed committee of five, to the most extreme high tariff action, and Mr. Houghton's speech certainly aimed it in that way. The substitute was clear, and simply interpreted into action the view that whatever laws there are should be enforced—with which every body agrees.

Doubtless, had the first resolution been so worded, it might have passed; but by the time the substitute was introduced, the Convention was in temper to dispense with the question entirely. Other questions raised in Mr. Houghton's speech did seem to us out of place in connection with the Association, which is not for the protection of American literature, but for the promotion of bookselling in America.

We must beg leave to point out a mistake in figures, which vitiates much of the argument. The figures quoted that there are in this country but 40 book-printing establishments, turning out but \$3,568,823 worth of products per year, or scarcely more than the English importation, are from page 808 of the Compendium of the Ninth Census. On the line above will be found the

entry: "Printing and publishing establishments (not specified), 311; products, \$28,995,214," of which a considerable proportion is undoubtedly books. A large share of American bookselling is, of course, of English books; but there are at present no satisfactory figures as regards any phases of our book trade, and we must look to the Association to some day supply the lack.

In the course of Mr. Campbell's "speaking out his mind," he brought up the important question of whether advertised retail prices are not too high. That matter rests solely with the publisher, as an individual question with each book, and no association can touch it if it would. Undoubtedly some prices have been made high to cover abnormal discounts, and these are sure to come down. We have always argued that, once a legitimate competition among publishers takes the place of cut-throat underselling, any evil of this sort will right itself. If books are too high, they will naturally come down. Many books are very cheap as it is. The general tendency of the movement will be to make a fixed price to all buyers, which will be somewhat less than the present published prices. But when Mr. Campbell asks why, when we are cutting under a \$5 book at \$3.75, we don't make the price \$3.75 out and out, he forgets that this selling books at below cost is what has been ruining the trade, and it is from that it is now reforming.

REPORT OF THE CONVENTION.

THE Second Annual Convention of the book trade, under the auspices of the American Book Trade Association, opened at the Pavilion, Prospect Park, Niagara Falls, Tuesday afternoon, July 13th, 1875, at four o'clock. The members gathered at the International Hotel, and, preceded by Waehle's band, took their way, two by two, to the Pavilion, a large hall holding about three hundred people, and which was comfortably filled by the members of the Convention and their parties. Prayer was offered by the Rev. J. M. Arnold, of Ann Arbor, Mich., after which President Randolph delivered the following address:

President's Address.

In the beginning of the duty and privilege which the Committee of Assemblies have put upon me, I think it only proper that allusion should be made to those who initiated this reform. Two years ago, a small company, without recognition, without the slightest expression of sympathy from the great body of the trade at large, met in the city of Cincinnati, and planted the seed of which we have such a goodly fruitage to-day. And, gentlemen, you will remember that they met in a city on the borders of a river prescribed within certain limits, and which, of great length and running through a great territory, is in itself not especially an attractive or beautiful stream—sometimes shallow, sometimes a stream dangerous to navi-

gation. But last year, you will remember, they invited us to meet them at one of those beautiful bays that nestle in the bosom of one of our magnificent lakes. You will remember with what magnanimity, and with what sagacity, and with what clear-headedness of purpose, they surrendered their organization that a new one might be formed. They were willing to part with the small that they might create the great! [Applause.]

And, gentlemen, you will remember how, on the day we parted, as we passed out of that bay, its waters were clear and tranquil; the summer sun shimmered, and the smallest vessel might ride out there upon its waters. But when we struck out into the broader waters of the lake, where the wind had arisen and the waves had freer play, we saw the white caps stretching in every direction; and perhaps some of us thought, as we looked off upon that ill-defined expanse and waste of water, with its white caps dashing, as we were coming back to our homes, that this was a fitting emblem of the future struggles of our Association.

And now to-day we come here better organized, having all the elements of life, where the waters of one of these great lakes, passing within prescribed limits, flow until with a resistless force they dash and break in these rapids with such a tumultuous power that no single man could bear to trust himself in the best vessel that human skill can build to cross them. And they move on, until they assume a force and power that all the combined skill of man could not change or break; and whoever falls into that current must follow it to its predestined end. Is it an emblem, gentlemen, of this Association?

It is a matter for congratulation that the book trade of the country is beginning to realize through this national institution the fact that it is not a body of isolated traders—mere hucksters in merchandise, without an organization, without definite purpose—but a company of men organized in an honorable calling, and holding intimate and enduring relations with the best interests of the country. The realization of this simple truth has already been of great service, and is the harbinger of the ultimate triumph of the reform. We are beginning to learn that with us there may be a republic of trade as well as a republic of letters; that the publisher and the bookseller hold a position of permanent importance to the author as well as to the reader. If our civilization in its progress produces the author and the reader, it likewise demands a method of production and distribution through the publisher and the dealer. Every college, school, and intelligent household becomes a consumer of books. The bookseller is an indispensable agent, as well as a creative force in increasing the demand by the exposure in the open market of the author's and publisher's product. Yet, notwithstanding this, how seldom does it occur to those who take the deepest interest in the education of the people that the bookstore in the town and village is an educational institution; that, in a certain sense, it is as important to the community as the school-house or the college; that it is an institution that also needs encouragement, and should be strengthened in every way.

Now it is a significant fact, and worthy of all praise, that during the last twenty years

men of sagacious benevolence have contributed vast sums of money for the creation of new colleges and seminaries of learning, and for the better endowment of the old. Other schools and educational institutions, normal schools, high schools, schools and colleges for women, have shared in sundry benefactions. All over the country a new life has been infused, and professors and teachers have reaped a large return for their labors, while the student has had facilities and advantages without any increased mental tax. During the same period, the common schools everywhere have been placed on a more generous basis, and in some of our cities are conducted on a plan of lavish expenditure.

In the mean time, however, the book trade of the country, for reasons which I need not detail, has gradually, with some exceptions, become less profitable as a business pursuit; the local bookseller in manifold districts has found himself with a lessening trade, a decreasing stock, and failing resources. And towns and villages that boast an opera house, and a railway station, and churches, and schools, and sometimes seminaries of learning, with banks and warehouses, and shops glittering with dress goods of "our own importation," have suffered the local bookstore to droop if not to die, all unconscious that by such an act a most important educational institution has been lost! Why, gentlemen, I know of a town in one of the oldest States of the Union, that has a college with hundreds of students, and this college during the last decade has been the recipient of more than half a million of money; and this town, with a college so richly endowed and with a high school famous in its reputation, has allowed its local bookstore, established nearly half a century ago, to dwindle into insignificant proportions. And why? Simply because the competitions of trade have sent the college and the school, the professor and teacher, to purchase their supplies where they could be had as cheaply as the bookseller himself could procure them. A good proportion of that town is engaged in the business of bookselling, if buying books at "trade prices" constitutes a bookseller; for there is a college bookstore—you know what that is!—bound to furnish the indigent student with his books at cost—and oh! what a large number of indigent students there are!—and the student's friend buys at the same rate as the student himself; and then there is the college library supplied at trade rates, and the librarian is allowed by the liberality of the city bookseller to include in his orders any books he may want for himself, or his friends, or the friends of the faculty, or the faculty itself. When all these have been supplied, what is there left, in the way of trade or traffic, for the local bookseller? His book stock disappears behind the long partitioned lines of wallpaper, and the shelves on which the works of the great masters of English literature and their successors should be found are empty, and the vacant places are covered by illuminated scripture texts, or chromos of "The old oaken bucket that hung in the well." And so, gentlemen, it has come to pass that a bookseller in a college town, instead of having one of the best markets, has one of the poorest. And a saving of fifteen per cent to the student on his text-books, and a similar saving on the pur-

chases for the library of the institution, has left the rest of the community without the refined and elevating influence of a well-assorted bookstore.

Now, this is but one of the evils that afflict us. Yet let us be just, and not forget that all our evils are largely of our own creating; that it is our own fault that they were not long ago corrected, and that now they seem to threaten us with disaster.

It may be well for us to consider now and here what is our real position as publishers and dealers; what relation does our trade hold to the trade and commerce of the whole country; how far has the author, the publisher, the seller of books stimulated the colonization of States, the development of hidden resources, the building of ships and steamers, the erection of mills and factories, the construction of railways? Thirty odd years ago, Fremont crossed the Rocky Mountains, and planted his flag on the Pacific shore. Some of the rude men of the border followed swiftly on his trail; but it was the publication of his official report, issued in pamphlet form by the *Tribune*, and scattered over the country, that fired the enterprise of a host of daring, intelligent men, who in time became the explorers and colonists of that wonderful country on the Pacific coast, and put the mark of their power upon it. This is but a suggestion in this direction.

But there is a still higher plane on which we stand, even as the intellectual and the moral is higher than the mere material. Consider the position of the author in his relation to the publisher, and of these and the dealer to the educational interests at large. Of what avail would the labors of the author be, if all his great thoughts were to be forever shut up within the folds of his manuscript. And so what intelligence, what sagacity, what enterprise is required on the part of the publisher to comprehend the public want, to create the public taste, and step by step lift it to a higher level! Why, gentlemen, it demands more skill than to bore the Hoosac Tunnel or to construct the Victoria Bridge! Who is it that stands between the well-formed opinions of the author and the unformed opinions of the public but the publisher and the dealers? Who has developed a better or more comprehensive system of text-books of all kinds and grades for seminary, college, and school, while taking all the risk and venture, than the American publisher? Who has done more for American literature than he whom we laid in Greenwood a few weeks ago—the great pioneer of the American publishing trade, John Harper? And the humblest man of the trade, at the cross-roads or in the village, holds no mean relation to the great agencies for good in the world. His neighbor may outstrip him in the race for pecuniary reward, for that which men eat and wear is a better-paying business. But the intelligent book-dealer has a place of ministry, not to the artificial or bodily wants of his fellows, but to their higher and better natures. He in his small way is an educator, and can not, perhaps follow to their many conclusions all his teachings; and yet some day he may put into the hands of a buyer a book that shall start trains of thought, and mould a character that hereafter may command senates or assemblies, shake the destinies of nations, or rescue imperiled souls.

Gentlemen, these are but indications of some of the relations which you hold to all the great factors in our civilization. I do not flatter you. Nor would I unduly exalt your calling and mine. Yet it is an honorable one; it is susceptible of producing its own great reward, in the consciousness that the world ought to be better because of you, and such as you, having lived and worked in it. And yet you ask for no endowments out of the public or the private purse, no gift from any man's treasury, but only this—a moderate return for your labor and investment, that you may have the bread which you have earned by the sweat of your brow.

Now, it is to correct some of the evils to which I have alluded that we have organized and assembled here. But this is not a trade union, as it has been called: it does not seek to array one class against another; it is not money as against brains; we are not striking for eight hours or ten hours, but only demand a fair day's wages for a full day's work. [Applause.] Nor is it a movement to increase the price of books, but simply to retain the price which the publisher has fixed, and which price affords no larger proportionate profits either to publisher or dealer than that afforded upon all articles of common merchandise. [Applause.]

And, gentlemen, no one is more deeply interested in the principles and results which underlie this reform which we contemplate than the book-buyers of the country. If the owner of mines in Pennsylvania, if the cotton-planter of the South, or the grain-producer of the West, has an interest in the furnaces of the Alleghanies, in the mills of Massachusetts, and in the prosperity of labor in all the towns and cities, then, certainly, all nations, all educators, all the learned professors, all philanthropists have a vital, permanent interest in the prosperity of the American book trade. [Applause.] It is to all these that we may frankly and rightly appeal to help on this work of reform. We are co-workers with them in the elevation of the people. It is a condition of mutual dependence and support, and the time is coming when they will realize that for them to ask or to insist upon a reduction of our legitimate and necessary profits would be as unjust as for us to claim, because of our position and calling, a certain percentage of their income. [Long-continued applause.]

As to the progress of the work since we met a year ago, the reports of the various committees will show it. It would be idle to say, and we can not overlook the fact that there may have been some violations, that there may have been some disappointments, that we have not prosecuted to its ultimate close the work of reform. But, gentlemen, perhaps some of you have not had the same means and opportunities to keep run of the movement as some of those of us who have been more closely identified with it. I doubt exceedingly whether in any movement which represents such a variety of interests, interests that are so widely scattered, there has ever been a movement for reform that has been so successful as this. [Applause.] You know, gentlemen, the action which was taken in New-York by the publishers in the Board of Trade. You will hear from the committee what we did in Boston, what we did in Philadelphia; and while we did not, as I say,

carry the thing in full to the perfect end, we swept out a long way in that direction. [Applause.]

I look over this audience to-day—there are many here, and they are welcome, who were not heard of at Put-in Bay. Aside from what has been actually accomplished through the Publishers' Board of Trade, and in other directions, this Association has done much, according to my perception—much, according to my estimate of this whole business, and of the men that are engaged in it. It is of still more value that the book traders of the United States to-day are more of men than they ever were before. Why, gentlemen, when in the city of Chicago, under the operation of the laws of this movement, the buyers of Webster's dictionary paid \$12 for it instead of \$9.50, it built the trade of that city up into manhood. And so on! While we have not been able to hold the trade in all the cities, every man in his own place, according to his own purposes, has strengthened himself in believing that it was not right, or just, or proper that a man who paid without a murmur \$5000 for a camel's-hair shawl to give his wife should jockey for his 20 per cent on his Bible. [Great applause.]

It would not be strange if among this company—representing, as I said, a diversity of opinion, although there is a unity of interest—there should be some complaints as to the propriety of proposed modifications or changes in the movement. That will not be strange; but let us remember this one thing: that we are here as brethren; that we are here as men engaged in an exalted calling; that we have a business and duty to perform—to lift our calling out of the slums into which we have suffered it to fall. And so do not let us look at this question from our own limited point of view; do not let us look at the book trade of the country through the narrow focus of Chicago, or Detroit, or St. Louis, or New-York, or Boston, but let us look at it as a whole. It is not a publishers' movement; it is not a jobbers' movement; nor is it a dealers' movement; but it is *our* movement! And because it is ours, let us continue to maintain this spirit of magnanimity, this spirit of manly foresight, which will enable each one of us to bring into our deliberations not an element of discord, but an element of harmony, so that we shall forward the whole movement, and go from this place to carry it to a swift conclusion. One word more and I am done. You will remember when Commodore Perry fought the battle of Lake Erie—a hotly contested battle—that he was obliged to shift his flag from the sinking Lawrence to the Niagara. And it was on the Niagara that he won the victory! [Long-continued applause.]

The President's address closed amid a storm of applause; after which the Constitution, resolutions of the Convention, and list of officers were read by the Secretary, Mr. John H. Thomas, of Dayton, Ohio, as the minutes of the last meeting, and adopted as such.

Committee Reports.

The standing committees were then called upon for their reports. That of the Committee on Assemblies was presented by Mr. Isaac E. Sheldon, of New-York, chairman, who said he did not know what better or fuller report could be had from this committee than the assemblage of this large and intelligent body of men

which we see here present, but went on to read the circular of the committee, given in the PUBLISHERS' WEEKLY of April 17th, 1875 (No. 170). A vote of thanks was then tendered to the committee for their admirable arrangements. The secretary of the committee, R. R. Bowker, of New-York, was then called upon by the Chair in some pleasant remarks, to complete the report, and he stated that before the committee left New-York, 250 certificates had been issued to those intending to be present, including all the leading houses of the country—at any rate, all the leading publishers and jobbers; "and if there are any of those leading houses not represented here, it is because some special reason intervenes to prevent their being here. The breadth of this movement and the Association itself is best shown by the fact that those two hundred and fifty names are of representatives from twenty-seven different States. That is a showing which, for eighteen months' work, is something that the Association may well be proud of." The speaker, after reading some notices from the committee, stating that the headquarters of the Association would be at the reading-room in the International Hotel, where a register would be found, etc., tendered the thanks of the committee to Mr. Martin Taylor, of Buffalo, to whose indefatigable exertions a great share of the comfort and convenience under which the Convention was meeting were due; and to Mr. W. C. Gould, of the Erie Railway; and spoke also of Mr. A. C. Barnes' work in completing the local arrangements, for which he had come to Niagara the preceding week.

The Committee on Arbitration then reported through George Remsen, of Philadelphia, in the absence of the chairman, Robert Clarke, of Cincinnati, that no complaints had been brought before that committee, and consequently it had no report to make.

The Committee on Finance, through S. T. Bowen, of Indianapolis, chairman, stated that it was not yet prepared to report.

The Committee on Book Fair being called upon, Isaac E. Sheldon, of New-York, in the absence of William H. Appleton, chairman, read the report as printed in the PUBLISHERS' WEEKLY of February 6th, 1875 (No. 160). The report was adopted.

Reports of Local Trade.

The President then stated that reports from auxiliary associations and as to local trade would be in order. He called upon Mr. A. C. Barnes, President of the Central Booksellers' Association, of the Eastern and Middle States, to report for that organization.

CENTRAL BOOKSELLERS' ASSOCIATION.

Mr. Barnes then spoke as follows:

GENTLEMEN: I have the honor, as your President has informed you, to represent in this Convention the Central Booksellers' Association of New-York and neighboring cities. This association has found its mission in the necessity that seemed to exist, after the adjournment last summer, for some working force at the headquarters of the publishers, to carry into effect the wise measures that were determined upon at Put-in-Bay. Its modest birth took place on the 11th of September, 1874, and within its fold were speedily gathered many of those well-known parties that would otherwise have

floated aimlessly apart during the long interval between the meetings of the General Association, but which form when concentrated a nucleus of sufficient strength and tenacity to withstand or resist a very strong pressure. The original purpose of its founders was a fixing of the scale of discounts for jobbers, but it was soon found that it would be useless to trim or train the branches until the stock had become firmly planted. And so all thoughts and efforts became concentrated upon the now famous "20 per cent rule." With this mighty problem we have struggled manfully, and expect your reasonable applause for the fair degree of success that has been reported from time to time in the columns of the PUBLISHERS' WEEKLY, and which we have the honor to report to-day in person. [Applause.]

The achievements of the Central Association may be enumerated under three heads: First, the alliance of a number of publishers—for publishers who are also jobbers constitute most of our membership—in the interests of the trade at large. It may suffice in this connection to quote the title of our association; namely, "The Central Booksellers' Association, Auxiliary to the American Book Trade Association," and to read perhaps the first article of the constitution, giving you an idea of our organization and its purpose, modestly expressed:

The Book Publishers and Dealers in Books of New-York and neighboring cities being desirous of promoting a better acquaintance and understanding between their respective branches of the trade, and to establish sound, and, as far as possible, uniform methods of conducting business, do hereby associate themselves under the name of the "CENTRAL BOOKSELLERS' ASSOCIATION."

Our second claim to your attention is the action of the Publishers' Board of Trade, brought about by our direct solicitation, an action the importance of which I can scarcely overstate or you overestimate. At their meeting, on the 28th of October, a committee of our association consisting of Messrs. Lee, Cushing, Randolph, Bragg, and others, waited upon the board, and by their persuasive eloquence so won their way to the hearts of those stern sentinels who control the supply of books from the fountain-head, that, although they had previously refused to consider such a thing, when proposed by one of their own members, in this instance they gracefully and graciously passed a resolution adopting substantially the 20 per cent rule of this Association. The publishers, you know, are men who mean business; and when such a law went upon their statute-books, a moral and an actual force was brought to bear at once, that would go far by itself to carry this reform to a successful consummation.

Thirdly, we have occupied ourselves in obtaining the signatures of the trade to the 20 per cent rule. This was accomplished by an actual canvass, under the auspices of the Central Association. The result was 37 names in Boston, 47 in New-York, 49 in Philadelphia, and a scattering from other places—157 in all. [Applause.] This includes the entire important trade in the great Eastern cities, with the eminent exception of our esteemed, but in this matter very reluctant friends of Philadelphia. [A voice: "Name!" Mr. Barnes: "No! no names." By delegations, and by written appeal and protest, we have labored with these gentlemen; but all in vain. We piped to them, but they utterly refused to dance to

any tune that we could play them. [Applause and laughter.] They would not listen to the voice of the charmer, though he charmed never so wisely.

It was my purpose to read at this time the correspondence which took place between this house and the representatives of the association; but a very recent event, to which I shall allude again, renders this quite unnecessary. I will not, however, mention it at this stage of my remarks.

It is due, however, to the officers and members of the Central Association, in order that some features of their action may be explained, which perhaps did not give entire satisfaction to the trade, that I should give you a brief review of this correspondence. The first letters, as you may remember, followed at once on the circulation of the paper for signatures, and, on the part of the house referred to, evinced such a determination to decline co-operation with us, that for the time being we concluded it was better to allow the matter to rest, and wait for the effect of the published correspondence on the country. A volley of rumors came first from different sections, that the trade were not only interested, but aroused and active, and this feeling increased in voice and volume, while our most efficient ally, the WEEKLY, kept hammering away at the centre. The first effect of this steady bombardment was a flag of truce to afford our friends an opportunity to rise and explain—which they did as well as, under the circumstances of the case, they could be expected to do—and the trade listened respectfully to their documents, but there was no "let-up." A resistless force was then exerted that should teach us to appreciate the power of this great bookselling guild, when acting intelligently, temperately, and in concert. Under this influence, or pressure, or whatever you may please to call it, the enigma presently took on a new and apparently more satisfactory phase, in the form of the celebrated "advanced position" letter, which for a time threw consternation into our ranks.

This document was regarded with a variety of sentiments by those who attempted to analyze it. It was certainly a bold leap from the policy that had been characterized at one of our meetings as like chopping a dog's tail off by inches, so as not to hurt him to the one now proposed of amputating it suddenly just behind the ears. The enthusiasts of our number, who look upon every step of progress as a tedious and unnecessary measure toward this very end, were in favor of accepting the proposition as it stood; but the more prudent foresaw its practical difficulties and counseled caution. Could it be possible that our fellow tradesmen of the simple-minded city of brotherly love were intent upon dividing our counsels by leading a more brilliant but utterly impracticable movement? Wouldn't the entire trade believe in their sincerity, and applaud to the echo, while the lately waning tide of favor extended to the house would react in a flood of grateful patronage? If so, it was a bold move in the game of diplomacy, and entitled to our respectful admiration.

The manoeuvres practiced in this contest would form a worthy theme for another first book of the *Æneid*, and our poet-president ought to write it. Finding their power would not avail against the walls of brotherhood growing daily

stronger before their eyes, the modern Danaans resorted to stratagem. Like their prototypes, they built a wooden horse, dedicated it to the goddess of reform, and left it on the plains of Troy. Eyeing this object from our citadel, and admiring its fair proportions, we were sorely tempted to repeat the great mistake of heroic history, and draw the portentous effigy within our gates. But Laocoon, whose modern name is Randolph, predicted a stratagem, and it was he who cried, "*Timeo Danaos et dona ferentes*;" and inasmuch as no serpents appeared from the sea to punish him for impiety, we took his advice, and contenting ourselves with nailing a conditional acceptance of the gift to the wooden ribs of the monster, we retired to await the result. In the silent watches of the night, when the imprisoned warriors ventured to peer from their place of concealment, expecting to find our sleeping city beneath their feet, behold they were still in the midst of the barren plain, and nothing within reach but our agreement to accept their horse, if they would first help us to manage our own pony. [Loud applause.] We judge this was not satisfactory, for their reply was little more than a brief acknowledgment of the receipt of the letter, and so the correspondence closed.

But this was not the end. The last feather that was needed to complete our plumes of triumph has been added within a very few days. I have the pleasure to announce to the Convention that the only prominent house in the United States that declined the twenty per cent rule, has voluntarily and without condition joined the A. B. T. A. That they are heartily welcomed I do not need to assure them or remind the Convention. [Loud and continued applause.]

This, I believe, checks off the last item on the book of engagements of the Central Booksellers' Association, and we are now ready for fresh enterprises. We are still a vital power, and feel within ourselves an undiminished capacity to serve you in the future. While the main body lies inert, except during these summer months, the strong right arm trusts not to forget its cunning, and to wield steadily its sledge-hammer throughout the entire year, welding the rivets until the whole armor shall be complete by which the young giant nursing here shall become invulnerable in repose, irresistible in action.

CHICAGO.

Mr. E. L. Jansen, of Chicago, being called upon to report for his section, then said:

MR. PRESIDENT AND GENTLEMEN OF THE TRADE: I came here, not to furnish any report of our association, as I am not one of the active officers, but merely a member, expecting to find our president, vice-president, and secretary here by this time. I am not delegated by them to make any remarks, but as I am called upon to state the workings of our association there, I can simply say that we have had the utmost harmony and good feeling, and have experienced but very little trouble in our rates of discount, in selling to the trade, the libraries, or the private book-buyers. There has been no variation yet, to my knowledge, among the jobbers of the city of Chicago during the past year. We went home from Put-in Bay determined to stick to our charge. The rates of discount in every instance, as far as I know,

have been maintained to the letter and to the spirit. So far as the library trade has been concerned, we have lost a great portion of that. We are unable to say where it has gone, but all the libraries that have been purchasing books in Chicago have paid their twenty per cent discount to the dealers. So far as retail prices are concerned, we have experienced some trouble; but so far as the larger dealers have conducted their business, I think, in nine cases out of ten, the full retail price has been obtained. Of course, in a city of our size, there are many small dealers around public schools. Small bookstores that furnish the school children in distant portions of the city have, I think, been selling a great many school-books at lower than retail prices; but so far as large dealers are concerned, the respectable houses have maintained full retail prices to all outside buyers. We have a number of customers who buy from year to year several hundred dollars' worth of books, who had been in the habit, previous to the Put-in Bay Convention, of getting 30 and 33, and some even 40 off; but since then we find our customers are willing to pay 20 per cent, and think it is a good thing, and have sustained us to a surprising extent.

The new books are retailed at full retail prices, and in the case of Webster's Dictionary, to which the President alluded, we sell at twelve dollars. Some sell at ten, but our larger houses have been selling for twelve. We are satisfied that our sales have been as large as in any previous year, and our profits proportionately larger. We have no reason to wish to go back on this arrangement at all, but shall stand by it as long as the trade lasts.

BALTIMORE.

Mr. Cushing, of Baltimore, then addressed the Association, as follows:

MR. PRESIDENT: For Baltimore there is not a great deal to say. But the bulk of our trade there formed a local association, of which they did me the honor to make me president; and they all agreed, when they joined that, to keep the 20 per cent rule adopted by the Booksellers' Central Association. We had some difficulty when we first began. Teachers who had been buying at 25 and 30 thought it was hard that their discount should be reduced; but when they find out they are buying as low as other teachers, and that no one else in town would sell them better than the dealer they were accustomed to go to, they acquiesced willingly. The most difficulty appeared first with the library trade. We have suffered most by libraries leaving us, and some by private dealers leaving us. We do not know where they go. Certainly not to the North or East, and we know certainly they can not go to the South.

When each bookseller has made up his mind to get fair prices for his goods, and stand an equal chance with the library and dealer, and if it is no more than a just price, and when all over the country the sellers everywhere maintain the retail prices, then we, in common with the rest of the community, will do our home trade with satisfaction and profit. We have one instance that is very troublesome to us—one who advertises to always retail at wholesale prices. But this case with us, as in similar cases in your city, will be so dealt with by your

Convention that it will not be expedient for the parties to continue such a disreputable practice. All else I have to say has been far better expressed by the President of the Association, of which I may say we are almost the tail end, as we are at almost the southern point; and I have no doubt that all of us who have come, and those who have not come, who are detained by family afflictions, will continue our labors to protect ourselves in the future.

MILWAUKEE.

Mr. H. H. West, of Milwaukee, then spoke as follows:

MR. PRESIDENT AND GENTLEMEN: I have not even a scrap of report, and it had not entered my head, until I saw others making a report, that I should be called upon at all. And yet, having been unwittingly brought before you, I hardly feel like taking my seat without saying something, whatever it may be, or whatever it may amount to. One year ago, in consequence of circulars which I received calling the Convention at Put-in Bay, I felt, in reviewing my own business and getting at the results of each year, that they were so unsatisfactory that something must be done. What was to be done, was the question. I did not hesitate a moment as to whether it was best to go to Put-in Bay or not. I thought perhaps that might solve the question what could be done; and I gathered then the spirit which many of you did, and carrying it home with me, I made it my business first to wait upon my competitor, Mr. Harger, who is here to-day, and inform him of the results of that convention. He at once became infused, to my surprise and to my joy, with the same spirit that I thought I had carried with me. He very readily signed the agreement of the Western Booksellers' Association, and became a member of it, and has done a great deal to carry out to the letter every thing in that article of agreement. And I can say, of our own city, that it has resulted in good, not only to the jobbing trade but to the retailer.

We organized an association among ourselves immediately; we had some little friction to begin with, as all associations of that kind do, but when we came to show them that it was not the interest of the jobber only that we sought, but that it was for the interest of the retailer as well that some understanding should be arrived at whereby we could know what to ask for books, then they seemed very ready to fall in, and we formed an association, the results of which have been very satisfactory.

Only two or three days before I left home I called on two or three of the retail dealers, and asked them what was their opinion as to the getting up of that association; they said, "By all means let us sustain it." One said, "Before this organization a man would come into my store, pick up a book, and say, 'What is the price of that book?' and I would hem and haw a little, and say, 'What price have you been offered it for?' You dared not ask the retail price, for the man would say, 'I can buy it for 25 or 30 per cent less.'" But we have no difficulty now whatever; when a man comes in and asks the price of a book, it is the retail price; and I believe that with proper pluck and perseverance on the part of those in the country towns they can form the proper associations, and

do those things that are necessary for the protection of the dealers through the country.

But there are some difficulties, and even now we hear murmurings that some are not going to keep it up. I believe there is moral power and force enough in this Convention to compel these men, whatever may be their positions, to continue their connection and association with us. If there is not power in the booksellers themselves, then we must appeal to the publishers to help us. It is certainly to their interest to help us. We do not ask you to undergo any arbitrary loss to help us, but you can unite as to one or two to form a moral power which they can not resist. I think we must commence the business of this Convention with the determination that all that has been done must be maintained, and all that can be done to promote what is necessary for our good shall be done. [Applause.]

ST. LOUIS.

The President then called for Mr. W. D. Baker, of St. Louis, who spoke as follows:

MR. PRESIDENT: I am sorry to say I can not say as much in favor of St. Louis as the gentleman who preceded me. Upon my return home I called upon the members of the trade, and they all acquiesced in the expediency of making this arrangement, I was the only member from St. Louis who was present at the Put-in Bay Convention. I am glad to see that the St. Louis trade is more fully represented to-day. The members have engaged, in St. Louis, to adhere to the Put-in Bay Convention rules, and with one exception they have faithfully and readily adhered to them. There has been some clashing, of course, between individual houses, but what one has lost the other has gained. There may have been some flagrant violation of the rules by one particular house, and I certainly think that for the support of the members of the American Book Trade Association residing in St. Louis, some definite action should be taken, so that any house violating its rules should pay some penalty for the violation; and if members offer to supply books at larger discounts there should be certainly some moral or other force used, so that they shall abide by the rules. I should hate to see the efforts of the Association fall through, but yet it would be suicidal to remain a member of an association that is not able to protect its members.

CINCINNATI.

The President then called upon Mr. Geo. E. Stevens, of Cincinnati, who said:

MR. PRESIDENT: In our city it has been very much as has been reported from other Western cities. The action of the Convention has been of decided benefit to the dealer, both retailer and jobber, so far as I know. Not all the houses in Cincinnati identified themselves with the Association, but in the main their action has been governed, I think with one exception, by the rules of the Convention. We have had but very little trouble; the main difficulty has been with medical works, which have been sold under the regular prices. There is one library that expends \$20,000 for books, but so far as I know the prices have been mainly upon the basis of the American Book Trade Association. The Mercantile Library gets its books at 20 per cent discount and no more. The ministers and

teachers get their books, if not at retail prices, certainly in no case, as far as my knowledge goes (outside of the religious societies), at less than the Convention prices. I hope the action of this Convention will be perpetuated, that there will be no more letting up, that we take even more advanced ground than we did at Put-in Bay. Cincinnati had the honor of initiating this movement, and it will be the last to go back on the reform.

I have taken pains to get information from the retail dealers in our State and section. The uniform testimony is that the Convention has been a help to them to enlarge the volume of their business and to increase the percentage of its profits, and I think the retailers here to-day owe a great deal to the action taken at Put-in Bay. And I hope the retailers here and of the whole country will sever in their mind any connection of the jobbers with this Convention. Some booksellers accused the convention at Put-in Bay of conspiring against them. That had nothing to do with the action of the convention, and whatever the position of the retailers of the country is to-day, I hope they will recognize the services which the convention at Put-in Bay did to the entire retail trade of the United States. It is certainly a matter of immense benefit to the jobbers, and in many respects to the entire trade.

WINONA, MICH.

The President next called upon Mr. McNie, of Winona, who spoke as follows:

MR. PRESIDENT: The reform at Winona commenced some time ago. We have had but one difficulty in our place. A certain house at Chicago furnishes books at 30 per cent off, which has been patronized to some extent outside of the trade. The experience related by other gentlemen of the West applies equally to our own city, and I can only express the hope that the Convention will take such action as will be certain to continue the good work.

The President then said: As we want to get free discussion on all these points, and the time is slipping by, we will have the report of the Executive Committee, and then adjourn until to-morrow, using up our leisure time in this kind of discussion. I think this must have struck you in every report that has been made to us to-day—there have been statements that in this respect or in that respect there was a failure to obtain all that was sought for; but in the main every man has said that there was progress made, and the booksellers were better off for the movement.

The President next called for the report of the Executive Committee, which was presented by Joseph M. Cushing, of Baltimore, in behalf of the chairman, William Lee, of Boston.

This report covered the main points afterwards reported to the house by the Committee of Thirty, for which the report provided, and these will be found in their proper places.

On motion, the report was accepted, and the Convention proceeded to the discussion of its recommendations. Mr. Sheldon said: On account of the very great importance of the report just presented, and as this has been the first thing done to-day looking toward the future—for we have now got to the real kernel of this matter: What are we going to do with the future?—I would suggest that this report be

made the special order for to-morrow, and that this Convention adjourn to that hour.

On motion, the last clause of the report, providing for a Committee of Thirty on the affairs of the trade, was adopted, and the President appointed the following as such committee:

Committee of Thirty.

William Lee, of Lee & Shepard, Boston,
C. S. Bragg, of Wilson, Hinkle & Co., Cincinnati.
W. D. Baker, of Gray, Baker & Co., St. Louis.
Joseph M. Cushing, of Cushings & Bailey, Baltimore.
Martin Taylor, Buffalo.
Joseph Knight, of H. B. Nims & Co., Troy, N. Y.
A. C. Barnes, of A. S. Barnes & Co., New-York.
George Wood, of J. B. Lippincott & Co., Philadelphia.
Isaac E. Sheldon, of Sheldon & Co., New-York.
W. S. Appleton, of D. Appleton & Co., New-York.
A. F. Payne, of Payne, Holden & Co., Dayton, O.
George H. Smith, of E. B. Smith & Co., Detroit.
E. L. Jansen, of Jansen, McClurg & Co., Chicago.
W. A. Ingham, of Ingham, Clarke & Co., Cleveland, O.
W. H. Watson, Aurora, Illinois.
George B. Brown, of Brown & Faunce, Toledo, O.
W. H. Gross, of Brown & Gross, Hartford, Ct.
John H. Thomas, of John H. Thomas & Co., Dayton, O.
B. H. Ticknor, of James R. Osgood & Co., Boston.
T. W. Deland, of Little, Brown & Co., Boston.
James S. Baker, of Baker, Pratt & Co., New-York.
S. T. Bowen, of Bowen, Stewart & Co., Indianapolis, Ind.
A. Palmer, of Palmer Brothers, Dubuque, Iowa.
E. C. Eastman, Concord, N. H.
George E. Stevens, of George E. Stevens & Co., Cincinnati.
Wesley Jones, Burlington, Iowa.
Charles A. Clapp, of E. P. Dutton & Co., New-York.

[There seems to have been 10 per cent discount on this committee; we find but 27 names.—ED.]

On motion, the officers of the Association were added to the committee, and the President then appointed Mr. F. W. Christern, of New-York, on the committee—to take the place of Mr. James S. Baker, Corresponding Secretary, who became a member *ex officio*—in some remarks complimentary to Mr. Christern, which called forth general applause. The Convention then adjourned to Wednesday, at 10 o'clock A.M.

Second Session—Wednesday Morning.

President Randolph called the Convention to order shortly after ten, stating that the Committee of Thirty reported progress, and would present their report later.

An Experience Meeting.

The minutes were read and approved, when the President called upon the Convention to hold an "experience meeting"—he did not know of any

who had had more varied experience than some of the brethren in the trade. He called upon Mr. George S. McGinnis, of Princeton, N. J., who had the experience of a collegiate town, to come forward and give a little talk.

PRINCETON, N. J.

Mr. McGinnis, after saying that he came from a place where it had always been his lot to hear and not to speak, continued:

"I have been in the book business nearly thirty years, commencing in the village of Princeton, where we have had more or less ups and downs. I came there under circumstances in which my friends told me it would be difficult to succeed. Many tried it for a little while, and left; but I made up my mind when I came that, as I had nothing to lose and every thing to gain, I should try my hand there. I found that we had some six or seven itinerant booksellers who were in the business, and I suppose they had from one to twenty prices. Occasionally, a professor would come in to get the lowest discount, tap me on the shoulder, and say, "Very glad to see you! Hope you will sell in such a way that we can sustain you." Said they were in the habit of getting from 30 to 50 per cent off, and if I could do as well as that, or perhaps five per cent better, they would encourage me. I did the best I could. One would come in and want a book at a certain price. I would have to sell him at 40 per cent, and another five per cent lower, and in that way had fifteen or twenty different prices. They would come in and inquire the price of a new book; then I was in trouble. I would have to take them one side, or I was very busy, or had some order to get out, and as I could see them individually, I would have a price for this one and for that one, and in that way I was able to sell a few books.

Each bookseller had a different price, and they would stand it for three, or four, or five months, and would want to sell out. I would buy out a bookstore, and where I bought one out, there would two or three come in. One would come and start a college bookstore, and we had one or two agents from New-York to start a bookstore, and after going two or three months they would want to sell out, and I was foolish enough to buy them out. Then two or three more would come—and that has been my experience for the last twenty-five years. A young man would make a start and undersell me, who had some credit in New-York. Some publisher would pat him on the shoulder, and say, "Go on and make your fortune;" and by and by a representative of the house would come out after one of these young men, who had \$600 or \$800 unpaid, and would ask if I could tell them how to get it. I asked why they sold, and they said they had every assurance they would succeed. Some would compromise for fifty cents on a dollar. A broken-down minister would occasionally come, and he would start a bookstore. Then, in the theological seminary they would have a meeting, and make out a list of books, and send to different publishers—five or ten copies from each publisher, where they would sell the cheapest; and when they could get lower prices they would buy of the minister, and in that way they secured their books at half off. Occasionally we have had a bookseller from

the city start in and sell at 25 or 30 per cent off.

In one way and another we have kept along, but I must confess we are getting somewhat tired of it; and when this Convention was started at Put-in Bay, although it was a small matter, I felt considerable interest in it, and hoped it would succeed. It has been like a ball of snow, rolling up larger and larger, and now we have the results of it; and as we have begun, I hope we will roll up this ball, and the time will come when we have one price—and by that time I shall be ready to go out of the business! They have attempted to drive me out, but I am not willing to be driven out. I can only be coaxed out. If the publishers will sustain this manner of doing business, I think we can have business done on a different basis. I have had my ups and downs, and been obliged to put every thing into my bookstore—a gallon of vinegar, rolls of wall-paper, ready-made clothing, and no matter what, determined not to go out of the book business, and to make a living. I am getting old in the service, but have some energy left, and still hope to continue. [Applause.]

The President said :

There was on one occasion a man of considerable means who helped his nephews to go into business. The old gentleman felt an interest in the concern, and occasionally called in to ask how they were getting on. "Boys," he said, "how does the thing go?" The reply was, "Well, uncle, we don't make a great deal of money, but we have lots of fun." That is the way with Brother McGinnis. He has not made a great deal of money, but he has had a little fun in buying out other booksellers in Princeton. [Applause.]

DETROIT, MICH.

Rev. J. M. Arnold, of Detroit, Mich., being called to the platform, said :

GENTLEMEN : I feel that I have no right to come upon the platform, or to speak in the presence of such men as Mr. McGinnis. I have been a bookseller only about ten years, though I have had an account with Messrs. Harper for thirty years. I am not the broken-down minister to which Mr. McGinnis has alluded; I went from as good an appointment as the Methodist Church has to offer in Michigan into the book business on the advice of friends who said I had ability in that direction. So in the third story of a building, in a room about twelve feet square, nine years ago, I commenced the book business, without any capital except the good will of numerous friends, and have continued to this time. I have come slowly to the principle which underlies this movement. It has been a slow thing for me to apprehend that it was the best way to stick to one price in the sale of books. My generosity has led me to give a man something; it gives me a greater pleasure to sell a man a book for a dollar, and make ten cents, than to sell for a dollar and a half and make sixty cents. I am not in the book business to make money, and therefore have got along perhaps comfortably.

We have been trying your plan for the last season. We met in Detroit, and for ourselves adopted the 20 per cent rule, and have adhered to it without any exception; all the dealers there, I think, have kept the faith. We have wondered

where the Sabbath-school library trade had gone, but we have held out and stuck to our prices. I was surprised to learn that other places were giving 25 per cent, while innocent men behind the times were sticking to the 20 per cent rule in Michigan. It is hardly fair to us, or dealers anywhere, that such a state of things exists; but I have this consolation—I have made more money as it is than any other way. I have done a trifle more business, and it has paid me 10 per cent better than any other year by my adherence to the 20 per cent rule. The public libraries used to buy books at 40 off; they come in now and pay for books at 20 per cent discount, and there are no words about it, though the State library has gone into the jockeying business. There is one man in New-York that hurts me more than any thing else. Mr. ——— is as well known in Michigan as I am, especially in the religious book trade. He is known to sell at almost any price. If there is no means of curtailing such underselling, this reform is impracticable. The question is how we can reach the Philistines and guerillas, and I hope this Convention will work out that problem.

The President said : "We should like to go further West and South, and hear from Mr. Sturgis, of Tennessee." There being no response, Mr. Randolph told a story of a distinguished D.D. who declined several times to speak at a devotional meeting, whereupon the leader of the meeting got a little nettled and said, "Dr. So and So, have you no experience?" "Well," he said, "none to brag of." I suppose we have none to brag of, but, I suppose we may just talk it out until Mr. Sturgis comes. We will hear from Mr. D. H. Davis, of Coldwater, Michigan.

COLDWATER, MICH.

Mr. Davis said he had not come charged with a speech, but he had had an experience of some fifteen years. Of late years the business had been rapidly demoralized. He would say frankly that he thought the selling of books by publishers at less than their own prices was an outrage. If the books are sold, they *must* come from them first. If a man calls on me for a book from Harpers, or Barnes, or Iverson, the books must come from them—they must have advantage of the sale somewhere; and this idea that they *must* retail them and undersell retail dealers, I say is an outrage and an injustice. The book trade is becoming a very precarious business, an unsafe business. My idea is that the professional discount must be broken up entirely. I see no reason why the minister, who is generally well paid, the lawyer, the doctor, the teacher, should go into a bookstore and get his 20 per cent off, while a laboring man goes in, who gets only his dollar a day, and pays full price. Is there any justice in that? [Applause.]

I have been a teacher, but if I were a teacher again I should not claim it. When I go to buy goods I say, "Put on a good price, and I am willing to pay it; I don't want to screw you down; you are subjected to various kinds of expenses—your store rent, fuel, tax, postage, freight, expressage, and other items—perhaps 15 per cent on your sales. Can you afford to do all this business for nothing?" I have thought the retail prices might be reduced, but I do not know as they can be. I think it was argued by Mr. Sheldon and other

publishers that they could not be reduced; that they did not make but 10 per cent, which we can not call unreasonable. But it does seem as though school-books were high. I would say then, rather than practice this system of discount, reduce the retail price of books 10 or 20 per cent, and then reduce discount to the dealers, and let us have a uniform price. I had rather depend on 10 per cent, and have it sure, than to depend on 25 or one third or 50, and have it uncertain, as it has been for a few years past. [Applause.] Gentlemen, I congratulate you upon this happy gathering and pleasant exercises. We have thus far brilliant prospects before us, and I hope we shall all live to see the book trade established upon the basis of justice, upon the basis of uniformity.

MR. PUTNAM, OF NEW-YORK.

The President then said: More than forty years ago, in the city of New-York, when I was a mere lad, there was a member of the book trade some ten years my senior, whose name, whose face, whose reputation, comes back to me, recalled at this moment by a face which I see in this assembly. And concerning that man, I remember when I was a boy that for me he had always a kind and generous word. I remember to have followed him in his career when he passed from this establishment, where I first knew him, to enter into business on his own account. He—and I say it deliberately—he, more than any other man in the trade, took by the hand the American author and developed American literature. [Applause.] No other man in the trade, gentlemen, did more than he. Of no other man can it be so widely and truly said, He labored, and other men entered into his labors. He passed from us a few years ago, and left a name behind him that shall never be darkened; and to-day he is worthily represented here upon this floor in his son, whom I now call upon to address you—Mr. Putnam, of New-York. [Long and continued applause.]

Mr. George Haven Putnam took the platform, and said:

MR. PRESIDENT AND GENTLEMEN: I feel very deeply these, to me, unexpected kind words with reference to my father, and I wish very much that my father were here to-day to represent his house. Although I represent one of the older houses, I am one of the younger among you. My experience covers a few years, and that experience, varied in many ways, has still, in many ways, made me proud of the trade to which I have the honor to belong. It seems to me there are, in many respects, deep responsibilities that rest upon us who have to do with the making and selling of books, and that we share, in a great measure, not only the responsibility, but the returns that are considered to belong only to the so-called professions. The book-publisher and book-seller who feels the importance of his trade upon him is a professional man, and the difference between the two is: the one puts a certain amount of thought into his work, other than the moneyed result; while a trader has only to do with the moneyed result. The publisher who understands the influence he has in fitting out the library is, in the right sense of the word, a professional man.

At the same time, in considering now the complicated questions of trade arrangement that come before us, I think we are liable to be misled by this difference, so apparent to ourselves, between books and other things that are sold. We must not forget that they are governed by the same laws that govern other merchandise. It has been brought before me from day to day, as it doubtless has before others of you in talking to your own customers, that those who are not in the trade have the idea in their mind that books are merchandise, and are bought the same as other merchandise, and, in buying them, you buy them on the same basis as any thing else.

Our house stands fully committed to the principles of this reform. There has been no question among us as to the desirability of the plan when carried out. But coming in contact with a certain class of customers, more especially committees of libraries, we find we have something to do to fully explain to these gentlemen. They say, "You are trying to get a corner in the market of books;" they class it in with the "corner" in Erie or Northwestern. We have to make these matters clear to these gentlemen. These committees are appointed often by men who have but little to do with books. They go to buy books the same as they did the lumber or brick of which the library is made. They do not see why any limitation should be put upon them, and they are quick to catch the idea that you are not dealing with full frankness with them. As a trade guild, we must be able to enter into certain arrangements that shall be of advantage to the trade; and still we have got to bear in mind the primary principle, that each man will, to a certain extent, do business in his own way. The only thing I wish to avoid is the making of restrictions that will do away with that principle of independence. I think the greatest misfortune will be to have restrictions we will not be able to hold to. That is one of the responsibilities that rest upon us. As to the desirable things we wish to accomplish, we have to watch closely; for any of the by-laws that are not fully upheld would be the loop-hole for getting out. It would be better to do a little less than a little more, for through the not doing of it, the whole thing would be violated.

I have no question about the work, and it is simply some of the details as to the restrictions and regulations which I have to consider very carefully. One of the questions to be discussed before us is this matter of the pressure brought to bear upon firms inside or outside of the organizations, who will not hold to the restrictions we propose to organize; and one of the difficulties of cutting these men off would be the certainty of their buying through second or third hands. Our professional men in New-York or Boston do not like to go to the publishers, and the only action we can take is in dealing with them directly. But there is nothing in the world to prevent them going to the distributing agencies—the American News Company, for instance, which is not represented—at two or three per cent higher, and at the same time they would be out of the reach of any action by this organization. Before we bind ourselves to cut these off, we must consider whether we are able to do it; we have to be very careful, and do what we can. I do not

think there is any class whose word can be so fully depended upon as our booksellers and publishers, and in framing these measures let us extend our influence among each other, and sustain our influence for good work in the community. [Applause.]

The President asked leave to make a correction: That the American News Company is represented by Mr. Chapman, who has brought in a number of the *Booksellers' Guide*, an admirable history of the whole movement, which we have been engaged in reading this morning. Mr. Barnes added that the American News Company not being represented by one of the managers is a delay for which they are not responsible, and he thought this afternoon Mr. Farrelly will be here. The News Company is hampered by its organization somewhat; but so far as the chief managers of the company are concerned, I am sure they are with us heart and soul.

The President affirmed all that Mr. Barnes had said.

MR. LOTHROP, OF BOSTON.

Mr. D. Lothrop, of Boston, stated that last November all the trade of that city subscribed to the rule, but waited in vain for the expected telegram from Philadelphia. He believed that if the agreement had gone into effect, the entire trade would have carried it out faithfully. As it was, each one has been going on in his own way ever since. Our signature was worded in this way, at the request of some whom we desired to secure—that so soon as the work was completed, we would all observe this rule; and that is the pit into which we have fallen. I think there is no city in the country that has suffered more, and is more thoroughly in earnest, than the city of Boston. Before being a publisher, I was for nearly twenty years a retail bookseller, and I do thoroughly sympathize with all the troubles and difficulties that the retail dealers are suffering under. I think that the united wisdom of this meeting may be able to solve the difficulty, and that better days are ahead. It is our duty in this matter to sink little personal difficulties, and, as Mr. Putnam has observed, whatever we do, to do surely, that the steps we take forward there shall be no need of retracing. That is one of the most essential things in our work, and I can assure you that Boston will be heartily with you, and will never take the back track. We have, I have no doubt, one or two booksellers among us that are doing as much mischief as any that have been reported in New-York or elsewhere. What may be the result among them, time will only tell; but we have professions from them that they will be glad to see this reform carried out, and that they will unite with us in the effort. As a publisher, I would say that I think—I know—that our interests are entirely bound up with the retail dealer; [applause] that our success is with them, or our failure will be with them. If they do not prosper, neither can we. They distribute books, and come in contact with the buyers, and can cultivate a taste for books in every community. They can exert an influence which we, as publishers, need; and I, for one, desire to co-operate with them. [Hearty applause.]

Report of the Committee of Thirty.

The President here announced that the Committee of Thirty were prepared to report, and

the Secretary would now read the resolutions as far as acted upon. The Secretary then read the resolutions, and, on motion, the report was accepted.

I. *Resolved*, That none but members of this Association shall be allowed to participate in the Book Fair, either as sellers or buyers.

II. *Whereas*, It is the unanimous and settled conviction of this Association that, unless its principles and resolutions are vigorously carried into effect, it will be impossible for honest booksellers longer to maintain themselves; that the best and most enterprising booksellers will rapidly withdraw their capital from this business; and that serious loss must come to publishers, as well as to the trade at large;

Believing that the time has come when, by a hearty co-operation of all branches of the trade, the final blow can be struck at the evils of underselling, and pledging ourselves faithfully to stand by each other in measures necessary to that result, we do most respectfully and yet most earnestly ask all the publishers and dealers of this country, as well as those from abroad, to sustain us in our position, by refusing to buy from, or sell to at better than 20 per cent discount, persons or firms adjudged by the Board of Arbitration of this Association, after investigation, to have violated the agreements of this Association already expressed, such refusal to continue until such underselling parties shall declare their willingness to abide by these agreements, and that we further solicit their membership.

III. *Resolved*, That booksellers shall have the privilege of selling shelf-worn and unsalable books during the month of January at such prices as they may see fit, provided that such stock shall be selected from the good stock, placed on a table or counter by itself, and the price marked in plain figures.

IV. *Resolved*, That the Executive Committee be instructed to prepare a petition to Congress, praying that body to restore the former rates of postage on books and printed matter, and present the same to the members of this Association for signature.

On motion, the first resolution reported by the committee was adopted, without debate.

The Main Question.

Mr. Sheldon moved the adoption of the second resolution. The motion being seconded, the President called for remarks.

A general discussion ensued, in which Mr. Geo. B. Brown, of Toledo, had charge of the report for the Committee. He opened the debate by suggesting that the report commends itself, and is open to free discussion. If there is any thing wrong in it, let us make it right; and if it is right, let us pass it with a will. [Applause.]

Mr. D. H. Davis took this opportunity to disclaim having intended to say any thing harsh of the publishers. He meant only that they were doing injustice to the dealers of the country, whom they ought to protect—not that they meant to do a wrong thing, or any thing dishonest, or any thing of that character; there should be perfect harmony between the publishers and the retail dealers of the country; they were mutually interested in the same thing, and he believed in the necessity of sustaining those publishers who carried out the spirit of the resolution.

DISCRIMINATION AS TO MEMBERS.

Mr. Pratt called attention to the fact that the resolution contained no discrimination in favor of members of the Association. It puts some penalties on those of us who belonged to it, but nothing whatever on those outside of it. Whether the Convention will think this to be a sort of premium to stay outside or not, they must determine.

Mr. Brown alleged that, despite any misunderstanding of language, it could not be shown that the resolution bears upon members of the Association and not on those who are not members. Suppose an individual in a town violates these obligations and is not a member of the Association, the hardship that would come to the member of the Association there is that he can not sell him at any better discount than 20 per cent. I take it that my friend Ingham would be glad to supply the trade on those terms; so that if he could sell this gentleman at 20 per cent, he is not harmed in the least. And if the publishers understand this proposition, that they should not sell him at any better than 20 per cent, I think he is sufficiently punished, for he can buy only at 20 per cent, and I take it he will make 20 per cent his bottom discount for a while; so that in that case I can see no reason why the man who violates this rule does not suffer—provided, simply and solely, the publishers agree to this proposition. We can not make them agree to any thing but what they have a mind to. If they have a mind to agree to this, if they think the trade mean business and they mean to stand by us, well and good; if there are members of the publishing business refusing to do that, we have said nothing in our proposition as to what we would do in that case. But there is a force and a power exerted by this Association. Let us not say a word of what we intend to do if the publishers refuse to accede to our proposition; I take it we do not know yet what we would do. We have not inserted that in our proposition. Whether or not the phraseology and points we have presented to the publishers are acceptable—that is the only question. Mr. Pratt said that was just the point, whether the signing of that by any publisher binds him not to sell to outsiders better than 20 per cent. Mr. Brown answered that this proposition asked the publisher not to sell to any firms who violate the agreements of this Association. If they accede to our proposition, that is a pledge on their part that they will not do it. If they do not accede, they have the same power of refusing that they have of refusing any other proposition. It seems to me when they say yes to this, it binds them just the same as it would to any other proposition.

The President said he understood this as simply a request to the publishers and dealers. If they will comply with this request, then you have accomplished your purpose. If they do not comply, you have no power to compel them.

Mr. J. L. Hammet, of Boston, thought the resolution ought to be so worded that those men who wish to do differently from its requirements could not misunderstand it. If I were inclined to be one of that class of men, I might say that it made no discrimination. And if I should order of Messrs. Barnes & Co. \$40,000 worth of books, and they stood on the language of that resolution and said, We

can sell you at 20 per cent off,—if one of my customers wanted a history of the United States, the language of that resolution allows them to sell at 20 off; and so with every other book, as I might be pleased to understand it. What I wished was, that the point should be made so clear that a blind man would not fail to realize where it came in—the difference between a man who is buying a single book and one who bought \$40,000 worth. There was one firm to whom I gave an order last Saturday for \$3000 worth of books; I got 40 per cent discount from that firm, and yet there are little country towns that want a dozen of their books right within 25 miles of me, and they get 40 per cent discount on the smallest orders. And as 40 per cent in large quantities and 40 per cent by the single book almost, has been what I have had to contend with for the last few years, I did not want a resolution should go out from the booksellers of the United States, that anybody, however thick his head may be, might imagine means 20 per cent to the large buyer and 20 per cent to the small. If it does, it means we shall be in the same shape that we were on the old basis.

Mr. Geo. E. Stevens thought this was a matter in which the local association can help out of the difficulty. We are legislating now for the whole country. We can not embody in these statutes clauses that will suit every town and State and every possible circumstance. It appears to me that we must leave some of these difficulties to local organizations.

Mr. Ingham raised the point that the Arbitration Committee had no jurisdiction over those outside of the Association. Mr. Brown took it that it is very easy for the Arbitration Committee to adjudge that a party notoriously underselling in New-York has done that thing. So soon as parties do violate the agreement of the Association not to sell better than 20 per cent, and it is a notorious fact that it has been done, the Arbitration Committee, to whom that matter can be referred by any aggrieved party, can state that that is the case, and that they are notoriously doing just that thing. And when that case comes up, we ask earnestly all the publishers and dealers, not only as a matter of self-interest but as a matter of common justice, to sustain us by refusing to sell to these parties at any better than 20 per cent. That is the meaning, as I understand it.

Mr. Davis asked if this article is to be construed, that if a person is outside of the Association, and still observed the rules as far as the sales are concerned, whether he can buy of publishers and others on the same terms as members of the Association, if he does not violate the rule in the matter of sale. Mr. Brown did not understand that that is the question before us at all.

THE PUBLISHERS' POSITION.

Mr. Isaac E. Sheldon then said:

It seems to me that we are getting too much attention paid to the minor details of this matter. It is an old maxim that Providence is on the side of the heaviest artillery. Now the publishing interest of this country acts as most other interests; and the readiness with which they maintain this movement will depend largely on the spirit that actuates the Association itself. This feeling, that all depends on what the publishers do, is a wrong view of the case, it

seems to me. Let this Association say that they are resolved they will not have underselling among themselves, that that is the determination with the great mass of dealers, and let them go to the publishers and state the facts of the case: "You know a man can not make a living underselling; you know that the great majority of us for two years have met here together and have agreed on this thing. Now the simply practical question is, if there is a man here or there or elsewhere, who wants to try the experiment of underselling and cheat the dealers, are you going to sanction that sort of thing? You make a price, and simple, common honesty demands that you should protect it in getting this price from the public." Now I believe the publishers are going to sustain us in this thing, because it is for their interest to do it; and I believe this attempt to get these resolutions boiled down to meet every possible contingency is merely idle work. There may be some timid publishers who will hesitate in this matter, but there may be others who, if the thing came to them in any shape like a threat, would manage the thing in a manner that means they are going to fight when they have a chance. But you just go to them, and you will carry your point, provided they believe this Association is a power. I believe this Convention, so largely attended through the public prints and in other ways, is going to make a sentiment that will go all through the country, and will control buyers and retail dealers and jobbers alike. I believe it will hardly be a reputable thing for a man to offer his books at less than the regular price. Now do not tie the publishers and jobbers by the letter of the law, but let us create this sentiment that is stronger than any law. A law passed by Congress or a Legislature is just as dead afterwards as before, unless the sentiment of the community sustains it. That is what we want. Put it in a plain, comprehensive manner, and then go to the publishers and ask them to sustain it, and I believe they will do it. [Applause.]

HENRY HOLT & CO., NEW-YORK.

The President here read a letter from Henry Holt & Co., of New-York.

NEW-YORK, July 10, 1875.

A. D. F. RANDOLPH, ESQ., *Pres. A. B. T. A.*:

DEAR SIR: If any body should notice that our house is not represented at the Convention, we should be very sorry to have our absence ascribed to indifference, and we write this to guard against it.

We are exclusively publishers, and are satisfied that it depends upon the retailers whether the Convention shall accomplish any thing.

They are not going to ask any thing unreasonable of publishers and jobbers, and it is for them to determine whether their legislation, like that on the civil service, shall be obstructed by parties who, while crying loudly for reform, always object to "this particular measure." They know that if they are judicious and united, they can blow away the business of any recalcitrant jobber or publisher like a puff of smoke. The only question is, whether they can stick together. This is their question. Publishers can contribute nothing to its solution but their sympathy. This we do most heartily. Very respectfully yours,

HENRY HOLT & CO.

Mr. Randolph continued: I wish to make a statement in reference to this firm. A clergyman went to their establishment to buy a set of the Tauchnitz Thackeray; he wanted the usual professional discount. They said to him, "We are publishers and importers, and do not sell at retail on a large discount to any one but the trade. [Applause.] You can go to Mr. Randolph; he will make you 20 per cent; he will come here and buy the books, and you will get the percentage." The gentleman came to me, gave us the order; Mr. Holt made us a third, and we sold them at 20 per cent. [Applause.]

Mr. Sheldon continued: I think that better than all resolutions we can pass is for the book trade of the country to go down and see the publishers, and talk with them face to face. If the publishers should see such a body of men as this it would make an impression on them. If the leading booksellers of the country went to the publishing houses and told them about the difficulties and what is required, that little dropping will wear a hole in the hardest head. [Applause.]

A. C. ARMSTRONG.

The President here stated that Mr. A. C. Armstrong, of the firm of Scribner, Armstrong & Co., had made arrangements to represent his house at the Convention, but was unexpectedly, and to his regret, detained in New-York. In a letter to the President, he wrote as follows:

NEW-YORK, July 16, 1875.

DEAR MR. RANDOLPH:

* * * * *

We send our Mr. Dingman to represent us, and earnestly hope the Convention will be able to agree on some basis which will harmonize all interests for the best good of the entire trade, wholesale and retail, and in which we will gladly join. The interests of publishers, jobbers, and retailers are mutual.

Very truly yours,

A. C. ARMSTRONG.

REMODELING THE RESOLUTION.

There having been some misunderstanding as to the resolution on the floor, because of interlineations, Mr. Brown was requested to rewrite and re-read it. On this second reading, Mr. Pratt agreed that the resolution after all met the difficulty. But Mr. Sheldon suggested that the Convention was pretty unanimous in its sentiment, that the Committee of Thirty had now learned what it wanted, and as it was important that the resolution should be in the simplest and clearest shape possible, it might well be referred back to them. He made a motion to that effect, which was seconded, when Mr. A. C. Barnes, of New-York, said: I would like, if possible, that the two portions of that resolution should be dissevered, so that we could reach the publishers by a direct resolution. Perhaps if it were referred back to the committee there would occur to the committee methods by which it could be improved. I think there should be no suggestion to the publishers as to the way in which they should do this. Every publisher knows how to conduct his business, and some publishers might be discourteous enough to remind the committee who should call on them with this resolution of that fact. Let us remove from this resolution then, as far

as possible, any thing that could suggest to the publisher that we desire to dictate to him. A discrimination in discount, for instance, which it would be entirely improper for us to suggest, between members and non-members—such a discrimination would open the eyes, it would have a wonderful effect in opening the eyes, of many people who are now blind to the beauties of reform. But it is not necessary to do that.

Mr. Sheldon wished some reason why the dealers are asking this of the publishers might be included, and why it is a reasonable request—that the publisher himself is responsible for the price; therefore the bookseller is not asking the publisher to help him in a league, but is simply asking him to help them and enable them to obtain from the public what the publishers say they must obtain. Mr. Joseph Knight, of Troy, said that the resolution had been drawn much stronger in the committee. In deference to the opinions of those who thought it too strong, we slept on the matter, and modified it as you have heard, and now he was opposed to emasculating it, and taking the life out of it. Mr. Sheldon disclaimed any such idea, and said it was simply a question of getting it in better form.

THE IMPORTANCE OF MODERATION.

Mr. A. C. Barnes said :

MR. PRESIDENT: I feel called upon to explain again, as I did in the committee several times last night. You held a meeting of the Convention before the committee reported, which you call an experience meeting. [A voice: "We had a good time."] In my report on behalf of the Central Association, I endeavored to give you a history of the experience we have had, without indulging in any comments on it by way of advice for the future; but in the present stage it is perhaps proper to add that to carry into effect what we desire, a thorough unanimity of purpose upon the principle involved, and a willingness to emulate in generous concession as to the details, are both necessary. The greedy canine who wanted the piece of meat he saw reflected in the water as well as that he had in his mouth, lost them both. This universal want—why not secure that in its simplest form? Why not get that without soaring into the infinite or diving into the unfathomable? I have had no feeling or desire that was at divergence with the desire of the Convention, and if my house was the only publishing house in the country I should have sat still, for I was willing to go to any length that this wise and intelligent body would uphold me in.

As I said before, it is of the greatest importance that we should erect but one single standard, making it our point of rallying, and upon that standard inscribe our 20 per cent rule, and carry it into effect. If we can not agree upon that, we can not agree upon any thing, for it is the common ground upon which any reasonable man can meet his fellows. It meets the wants of the radical, it is the ideal of the conservative, it satisfies the indifferent as well as any thing, and it is even a small concession to the bookselling Bourbon. Again, I repeat, for I want to impress it upon you, if we can rally about it and flaunt it in their faces, they have no chance against us. Let us not accept any invitation to walk into the parlor

d see what excellent things the spider has

provided, but let 20 per cent be our watchword, and stand by that. To carry this standard, containing the 20 per cent rule, requires the co-operation of both branches of the trade. I do not wish to say that publishers are of any more importance than the booksellers, and if you will excuse me in referring to what occurred in committee last night, I do not believe you have reached the limit of their good will; and if you will allow me with all modesty to express the conviction, I believe, of every member of the Central Association, the final lever to set this magnificent machinery into motion must be applied by them. I have seen on an ocean steamer a single man in the pilot-house by a little wheel, whose slightest motion would call into action the tremendous machinery below, swerve into line the ponderous hull. The power analogous to this is the publishers' power, applied to the furtherance of your enterprise. But they will not do it unasked, and I am glad you have asked them; and the resolution in the simplest form is what I desire to see brought forward and made prominent here. Some publishers would perhaps hesitate at taking a step that might seem arbitrary, and in fact they have already done so. I have no right to speak for any house but my own, but I ask you to consider that it is significant that in the early history of the Central Association, and without any voice of trade suggesting it, a dozen prominent houses, voluntarily seeing its necessity, faamed and adopted a by-law, the gist of which I want to give you, and that is the purpose to which I have been coming.

Mr. Barnes here read the by-law referred to :

VII. Any dealer who offers or gives more favorable prices or terms than those established by this Association may be reported by a member to the Arbitration Committee, and upon satisfactory proof of the act alleged, if the party is a member of the Association, the committee may report the case to the publisher or publishers of the books improperly sold, whose duty it shall be to withdraw jobbers' or retailers' terms from the offender for the space of one month for each offense; or the committee may impose a fine or such other penalty as they may deem equitable. If the party be not a member, the committee shall report the case to the publisher or publishers of the books improperly sold, whose duty it shall be to withdraw jobbers' or retailers' terms from the offender for the space of three months for each offense.

The last dozen words or so of that cover the whole ground. If you will ask the publisher to protect your rights, you have what you want. I regret to add that these by-laws, which contain many interesting and salutary things, were subsequently repealed, not from any want of faith in their justice or practicability, but because, in the judgment of some of our more conservative but equally well-meaning brethren, we were proceeding too rapidly; they were not sure they would meet the approval of the entire trade, or that they would seem entirely voluntary, but too oppressive and arbitrary. It rests with you to take the responsibility to remove every such doubt. The sentiments of this great Convention emphatically expressed will satisfy the most timorous publisher with taking the most decisive step which will protect you. Last summer we witnessed the inauguration of this

surprising reform, and this season will see it gloriously carried into completion.

"THE GIST OF THE QUESTION."

Mr. Geo. B. Brown then said: Permit me to write "Brown, of Toledo," under all the sentiments expressed. I believe in it all. I have no time, I believe you have none, for words I might express. I come immediately to business. The question simply is, first, Is that what we mean? Next, Is it stated as well as we can state it? The first part is the preamble stating our idea of the condition of things. The preamble is all right. Now, do you want the rest of it left out and leave the preamble there? I think not, nor do I believe these gentlemen who have been speaking for a minute want us to do that. I suppose the gist of the whole matter we are striving for is the asking of the publishers to hold their discounts so that men outside the trade or inside of the trade who undersell can have no longer an opportunity to do that thing. That is it, is it not? [Applause.] Now, that being the case, the difference between the two is this: These gentlemen would say, "Ask these publishers simply to protect us." Our resolution then would be a long preamble, which is eloquent and good, and then at the close we earnestly and respectfully ask the publishers and book-dealers to protect us.

Mr. Barnes understood that all legislation of this Association covers its members, and thought we should try to divorce this request to the publishers from the ordinary legislation.

Mr. Brown continued: It is not a matter of legislation, of course, but there is a definite thing we want the publishers to agree to, and that is, to help us stop this underselling; and we have asked them to do it. The question is simply whether the resolution embodies the idea of the Convention.

The President then said: I think this discussion proceeds from a misapprehension in some respects. I think we are all aiming at the same thing precisely. The question turns simply on whether this is the best form. Now, if you go back a hundred years, gentlemen, you will recall what is known as the Mecklenburg Declaration, made in North Carolina on the question which led to the Revolutionary War; but it was not that declaration, but the resolution offered at Philadelphia, that led to the Revolutionary War. Now, all we want is to do this thing in the best shape; and without desiring to occupy your time, I want to state that there is a wonderful misapprehension in the minds of some of the gentlemen as to the feeling and action of some of the publishers. In connection with the general solicitation, those who went from door to door carrying this agreement for the 20 per cent rule came in contact with every member of the publishing trade in the cities of New-York, Boston, and Philadelphia. We did not meet with any degree of hospitality. We did not meet in many cases with any degree of warmth. But we were received courteously everywhere; we were treated as gentlemen, and you know that we almost succeeded in carrying out the purpose for which we started. So I think I may say, as the members of that committee associated with me will say, that the publishers are ready to help us; they are ready to stand by this 20 per cent rule if they are only approached in the right way; and we must do the best we can. I should be exceedingly

sorry if from this Convention there should go any thing in the form of an expression that looked like coercion, or that was not roundly, or definitely, or courteously expressed. The committee will pardon me in saying I do not think this resolution is clear-cut enough. Do not let us get up a feeling in regard to the publishers—we must have them with us, or we must fail. I think that some of our brethren here are like Artemus Ward in the late war. He was so anxious to have the war go on that he was perfectly willing to sacrifice all his wife's relations in order to do it; and it seems to me that some of us are so willing to go on with this thing that we are willing to sacrifice the publishers in order to do it. [Applause.]

A SUB-COMMITTEE.

Mr. Timothy Nicholson moved that the rewording of the resolution be referred to a smaller committee of five, of which Mr. Brown should be chairman. This raised the only parliamentary discussion of the Convention, some holding that business could be referred only to the General Committee. The motion was finally declared in order, its supporters disclaiming any discourtesy toward the Committee of Thirty, and was at last carried, with an amendment providing that the five should be appointed from the larger committee. Messrs. Geo. B. Brown, A. C. Barnes, Jos. S. Cushing, S. T. Bowen, Timothy Nicholson, were appointed.

MR. DRAPER, OF ANDOVER.

Meanwhile, Mr. W. F. Draper, of Andover, Mass., said:

This resolution, it seems to me, is *the* great thing we have accomplished. It stands in this Convention as the 20 per cent rule did in the last convention. If the convention, last year, had not passed the 20 per cent rule, the convention would have gone home and dissolved itself into its individual members. I can not support that 20 per cent rule much longer unless this resolution is carried. If there is any expression or phraseology, addition or subtraction that may be made that shall be more telling and influential on the members, it is better for us to delay. We are here for this very purpose—to settle this question—and if we pass it now, not fully considered and not fully approved by all here, we shall go away more or less dissatisfied. A good deal has been said about the relation of publishers and booksellers. It is clear as the noon-day sun that without the publisher's co-operation we are powerless. Supposing a publisher says, "We will do nothing of this kind," what shall we do? There was a noted theologian who tried to persuade a body of persons to unite in harmony. That is what we want here. He illustrated his meaning forcibly by saying, "If the head shall say to the hand, I have no need of thee, has it therefore no need of it?" Now, the publisher is the head, and the bookseller is the hand. One house has stood in the way for a year. Shall we hesitate in any thing we can do to conciliate this house? If I can do any thing so we all can unite to make it a power—I do not mean a coercive power, but a moral power—I shall do it.

A recess of ten minutes was taken for the benefit of the Treasurer, after which, on motion of R. R. Bowker, of New-York, a committee of

five was provided for on local organizations, to obtain full information on the subject. He also moved that a committee of five be appointed upon religious publication societies, whose duty it shall be to obtain information as to the legislation of the societies affecting the question of reform attempted by the Book Trade Association. We have found that most of the religious book societies are bound by some legislation in their denominations.

Mr. Martin Taylor, in view of the proposed meeting of Catholic, Sunday-school, and other publishers, that evening, moved that the Convention respectfully request that the publishers and dealers of Sunday-school and society and Catholic books change their discounts to conform to the by-laws of this Association.

The first resolution was carried, and the second put. It also was carried, the word "church" being substituted for "Catholic" by amendment. The word "agreement" was also substituted for "by-laws," a member calling attention to the fact that the Association has no by-laws.

The committees thus provided for were afterwards appointed, as follows:

COMMITTEE ON LOCAL ORGANIZATIONS.

Joseph M. Cushing, Baltimore.
Martin Taylor, Buffalo, N. Y.
H. A. West, Milwaukee, Wis.
A. Setliff, Nashville, Tenn.
M. H. Sargent, Boston.

COMMITTEE ON RELIGIOUS PUBLICATION SOCIETIES.

H. E. Simmons, New-York.
Mr. Stephens, New-York.
J. A. Black, Philadelphia.
M. H. Sargent, Boston.
B. Griffith, Philadelphia.

On motion, the Convention then adjourned to four o'clock.

Third Session—Wednesday Afternoon.

The President called the Convention to order shortly after four o'clock. He read a letter from Mr. Jas. Robertson, American manager for Thos. Nelson & Sons, transmitting 500 copies of their "Guide to Niagara," for the use of members of the Convention. The Corresponding Secretary was directed to return the thanks of the Convention.

THOMAS NELSON & SONS.

The letter was as follows:

NEW-YORK, July 10, 1875.

MY DEAR MR. RANDOLPH: I have ventured to trouble you with the care of 500 copies of "Nelson's Guide to Niagara," which go to you by U. S. Express to-day, addressed to the International Hotel. Will you very kindly announce to the Convention that Thomas Nelson & Sons have much pleasure in presenting a copy of their Guide to each of the members; and if 500 copies should prove to be insufficient, be good to telegraph for more at my expense, and they will be forwarded by first express.

I am extremely sorry it is impossible for me to be at the meeting, but I am warmly in sympathy with it, and I earnestly hope that the conclusions which may be arrived at on the various subjects which must be brought under

the consideration of the Convention may all tend to the improvement of the condition of the booksellers, which I believe to be the basis of any improvement in the condition of the publishers. With the hope that you may have a large attendance, believe me

Sincerely yours,

JAMES ROBERTSON.

Mr. Randolph observed from the chair that the newsman at the hotel had about fifty copies of the *Buffalo Courier*, with report. He thought the trade could sympathize with one having so much over-stock, and they ought to buy it up and make a corner in the market. Rev. J. M. Arnold having called attention to the fact that the report had honored him with a D.D. unjustifiably, Mr. Randolph said that he did not know of any gentleman who is more entitled to receive the title of Doctor of Divinity than a bookseller. [Applause.] The last time I saw Mr. James Harper, I was riding up in a car; the seats were all occupied, and I was holding on to a strap. I had nearly reached the end of my journey when Mr. Harper, as a gentleman left the car, touched me and said there was a seat for me. I replied that I was going but a block or two further, and I went on and remarked that, as a man and a boy, I had been permitted to handle his books for about forty years; and, on my introducing myself to him, he wanted to know my name, I told him; he said, "Are you Mr. Randolph, the bookseller? I knew you were either a bookseller or a minister." [Great laughter.] But, mind you, he said bookseller first. [Applause.]

GEORGE R. LOCKWOOD.

A letter was then read from Mr. George R. Lockwood, of New-York.

NEW-YORK, July 12, 1875.

MR. A. D. F. RANDOLPH, *President A. B. T. A.*:

DEAR SIR: I shall be unable to be present at the meeting of the American Book Trade Association to-morrow.

You know how interested I am in this reform movement, and I will heartily co-operate with any action of the Convention looking towards the advancement of the general interests of the entire trade—and such, I hope, will be the result of your deliberations.

Yours truly,

GEORGE R. LOCKWOOD.

AN EPISODE.

The President then said that a member of this Association, unable to be present, has remembered us not only to the extent of writing a letter, but sent a present to the Association. How that present is to be divided or subdivided I can not exactly tell; it may be necessary to appoint a committee to consider that question, or to refer it to the Committee of Thirty. Mr. Arnold said he would like to inquire whether there are thirty of them. The President said if there are not, they can be divided. The President here read the letter referred to from S. A. Clarke & Co., of Pittsburgh, presenting a box of Crandall's manakins. [Voices: Lee! Lee!]

S. A. CLARKE & CO.

PITTSBURGH, July 12, 1875.

A. D. F. RANDOLPH, ESQ.:

MY DEAR SIR: At the last moment I find

myself obliged to remain at home to attend to sale of "Crandall's Menagerie." The delegation from this little village (which please give a special place on the platform) goes by private hand of my friend Mr. Parsons, and may be awarded to the member who has the largest number of babies under ten years of age.

My best wishes are with the Convention in all its work. It seems to me that the retail prices *must* be maintained, except 20 per cent to professional men—one fourth off to Sunday-schools and libraries. Philadelphia *must* come in, else we cannot hold out. We have enough difficulty here, and I decline going, as it makes little difference to us what the trade of the country do, while we have such "conundrums" as the accompanying to meet:

IMPORTANT TO SABBATH-SCHOOLS!

3000 VOLUMES

GOOD BOOKS AT NEARLY HALF-PRICE.

In order to reduce our stock of Sabbath-school books, we offer, for a short time, the greater portion of our stock at a discount of forty per cent from the catalogue price. No such opportunity for replenishing libraries has been presented for a long time, and we invite the special attention of pastors, superintendents, and teachers. Parties at a distance who can not visit the city can have any number of volumes sent to them, with the privilege of returning any they do not like.

These are not *old* books, but seem to be the entire stock; and this in direct violation of our written local agreement, signed by all of us nearly a year ago.

Yours truly,

S. A. CLARKE.

The President said that Mr. Lee declines to make a speech, but he will arrange these for you. [Laughter and uproarious applause.] Mr. Lee moved that they be presented to the gentleman of the book trade who owns the youngest infant. [A voice: Martin Taylor, of Buffalo!] The President said: The house of which our brother, Mr. Lee, is the head, has published a book which was dedicated to Chas. Lee Shepard Dillingham & Co. Jones, residing in the Penobscot Valley. It is the only instance I ever knew of a book being dedicated to a bookseller, or by a bookseller's friend to the friend of somebody else. [Applause].

AMERICAN SUNDAY-SCHOOL UNION.

A letter was then read from the American Sunday-School Union.

NEW-YORK, July 12, 1875.

A. D. F. RANDOLPH, ESQ.:

MY DEAR SIR: Our Mr. Kirkpatrick intended to meet with the booksellers this week at Niagara, but this morning I received a note from him, saying that he was afraid that some business engagements would detain him at home; he regrets it very much.

This is not official, but a private note to you as you are aware that our Union sympathizes with the meeting at Niagara.

Very sincerely yours,

GEO. S. SCOFIELD.

COMMITTEE ON CIRCULAR LETTERS.

The President: I have a letter from the Public Library of Cincinnati, which I now read, and which contains a very important suggestion; and I would request that it be referred to a committee of five to answer it. I think, gentlemen, the letter is so courteous, it deserves a reply. There is a question here that needs to

be explained and set before the community, and it would be well to have a committee appointed, who should set before this gentleman, and through him all the libraries throughout the country, the reason why we adopted such a rule.

[This letter was an argument to show that libraries were entitled to a larger discount than was allowed by the rules; it was not handed in as a part of the Convention record, but we trust to give it in a future number of the WEEKLY.—ED.]

Mr. Bowker, addressing the President, said:

As you have brought this question before the meeting, I would beg leave to repeat a suggestion made by yourself in New-York, that it would be well to take even broader action than that, and draw up an address that would reach, not only the libraries, but the book buyers. I would move that the question be referred to a select committee of five, of which the President shall be chairman, who shall be authorized to draw up a circular letter to the libraries of the country, and also, if they see fit, to the book buyers of the country, stating the reasons put forth by this Association for their action.

The motion was carried, and the committee afterwards appointed, as follows:

A. D. F. Randolph, New-York.

Wm. Lee, Boston.

George Wood, Philadelphia.

A. K. McClurg, Chicago.

Joseph M. Cushing, Baltimore.

LEHIGH VALLEY BOOKSELLERS.

The President then read a letter from the booksellers in the Lehigh Valley.

BETHLEHEM, PA., July 8, 1875.

A. D. F. RANDOLPH, Pres. A. B. T. A.:

DEAR SIR: The undersigned, representing the book trade of the Lehigh Valley, and comprising the towns of Easton, Bethlehem, and Allentown, unite in a hearty indorsement of the objects for which the Niagara Convention is called, and which, in the absence of our personal attendance (should it be impossible for any of us to attend), may be accepted as our views touching trade reform.

It is hardly necessary for us to state that our experiences during the last five to ten years are identical with many of the statements made in the discussion of trade reform since the meeting of the Put-in Bay Convention; namely, that, as the trade has been and is now conducted, it is almost impossible for local booksellers to sustain themselves by means of bookselling alone; whereas, the incentive to build up a trade in their respective localities by any further investment of capital in books, as long as the trade remains in its present condition, is wholly wanting. Approving most heartily of steps already taken towards the resumption of retail prices, we are unanimously of the opinion that further efforts should be made, whereby a more distinct line can be drawn in reference to those entitled to discounts, and a further reduction of discounts to such nominal rates as to leave no practical profit for professors, teachers, librarians, and persons not in the trade, to engage in book transactions for themselves and friends, to the great detriment of local dealers.

Another form of abuse, which we particularly

abhor and protest against, is the opportunity afforded persons to obtain discounts through their relatives or friends employed in publishing or jobbing houses. If publishers and employers could realize as we do the injurious effects to the trade generally (and their own houses in particular) of this great abuse, the strictest scrutiny would be exercised in the matter of such transactions hereafter.

Finally, we are heartily in accord with every honest effort to correct the irregularities (which have been the cause of so much disturbance and discouragements in the trade)—which seeks to secure a sound and honorable basis for the business of the local bookseller. We thank you personally for the active interest you have manifested in the matter, as also those publishers and dealers generally who have been identified with the reform from its inception.

Very truly yours,

Easton,	{	WILLIAM MAXWELL,
		M. J. RIEGEL,
Bethlehem,	{	HENRY T. CLAUDER,
		G. W. PERKIN,
	{	CHARLES H. SCHWARTZ & Co.,
		LEISENRING, WEXLER & Co.,
Allentown,	{	S. K. BROBST & Co.,
		JOHN W. OCHS & Co.

The President here called attention to the fact that the bound volumes of the PUBLISHERS' WEEKLY belonging to the Association had been missing since Put-in Bay. "Now, if any gentleman has that set, and hasn't got it with him, we would like to have him send it to Mr. Thomas—prepaid." [Laughter.]

THE IVISON HOUSE.

A letter was then read from Ivison, Blake-man, Taylor & Co., of New-York.

NEW-YORK, July 2, 1875.

A. D. F. RANDOLPH, ESQ., *Pres. A. B. T. A.* :

DEAR SIR: We very much regret that circumstances that we can not now control will prevent any member of our firm from being present at the Trade Convention at Niagara Falls next week. We beg to assure you, however, that we shall most heartily co-operate with any wise measures that the Convention may agree upon for the mutual protection of the interests of both jobbers and retailers.

We remain very truly

Your obedient servants,
IVISON, BLAKEMAN, TAYLOR & Co.

THE AMERICAN NEWS CO.

The President mentioned the arrival of Mr. Patrick Farrelly, general manager of the American News Company, and he was called to the platform, amid great applause. Mr. Farrelly said:

MR. PRESIDENT AND GENTLEMEN OF THE CONVENTION: I certainly can not do less than return my thanks for the welcome applause with which you have greeted my name, of course only in connection with the American News Company. I have learnt since I arrived here that Mr. Randolph and some other gentlemen were good enough to say a few words for the American News Company in my absence. Those of the booksellers who know us, I think fully understand our position relative to the reform movement. It has been the principle of business with us for years, considering our-

selves jobbers—as I believe the trade generally looks upon us as such—that we could not, in justice to our trade, and therefore in justice to ourselves, compete with them in any particular. We have always endeavored—although I would say the exception may prove the rule in our case; there probably have been exceptions to the rule, but none that I can call to mind at present—we have always endeavored to charge every person that has purchased books of us the full retail price, excepting booksellers; and I took occasion at the meeting of the committee of the Central Booksellers' Association to wait upon the publishers, to say that I thought it was the duty of the publishers, when they once fix the retail price of a book, and from that retail price hold out inducement to dealers to purchase in quantity, that they were in duty bound to adhere strictly to retail price to every one, excepting the book trade. I think the book dealers will have nothing to complain of if they can get the publishers to adhere to that manner of doing business. The American News Company will do every thing in their power to promote the interests of the trade and the reform. Again I thank you for the good will which you have shown, and I hope that every thing you undertake at Niagara Falls and elsewhere will meet with the necessary and deserved success. [Applause.]

The President said that the only bookstore he knew of that has a sign posted about it that no books will be sold at retail except at the retail price, is the store of the American News Company in the city of New-York.

J. B. LIPPINCOTT & CO.

At the suggestion of Mr. West, of Milwaukee, who said that every expression as to the effect of last year's work had shown that the regulations had in the main worked smoothly and satisfactorily, other members of the Convention were invited to address it. On this invitation, Colonel George Wood, of J. B. Lippincott & Co., came to the platform, amid great applause, and was introduced by the President. The following are Mr. Wood's remarks:

MR. PRESIDENT AND GENTLEMEN OF THE CONVENTION: To properly respond to the brilliant and masterly oration delivered in this hall last evening would be an assumption of ability on my part to which I can not pretend, and I will therefore simply endeavor to present to you a plain statement of our relations with the Central Booksellers' Association, as they appear when viewed from our standpoint.

In the first place, we failed to perceive the great importance and liberality of the concessions made to this Association by the Publishers' Board of Trade, and in our opinion they were not sufficient to even base a reasonably successful effort at reform. Our entire objections to the resolutions presented to us by the C. B. A. were contained in one clause. They were—

1st. That the clause itself was so indefinite that the gentlemen presenting it to us were divided among themselves in regard to its real meaning.

2d. The right reserved by school-book publishers to furnish their books direct to school-boards at any rates they may see fit, after all the purposes of first introduction shall have been accomplished.

3d. The numerous exceptions made in favor

of allowing discounts to parties outside of the trade.

In regard to furnishing direct supplies to school-boards, we can only say that, after the work of introduction shall have been completed, and the books necessary for a first supply shall have been furnished to the board interested, we can not but feel that, from that time forth, the local bookseller, small though he may be, should have some right to expect at least a slight profit on future supplies. [Applause.] By the adoption of the resolution mentioned, however, he may be entirely ignored and set aside, and the board in question continue to procure their supplies direct from the publisher (in many cases at lowest trade rates). He finds, to a certain extent, his occupation gone and his influence among his patrons correspondingly decreased. [Applause.] Remember, gentlemen, I am no apologist for selling at retail at less than retail rates; but I hold that this is a practice beside which that of under selling, as generally understood, is frequently of secondary consideration; and which, if not remedied, sooner or later will become a dangerous element in our organization. [Applause.] In behalf of the retail dealer, we therefore claimed that this was an abuse which in all justice and right should have been remedied; and, as school-book publishers, we felt that there was no good reason why this claim should not have been granted. Our main objection to the remaining portion of this clause was that the exceptions were so numerous that it required careful study to ascertain to whom we could rightly charge full retail rates, besides our failure to perceive the justice of preferring one class of the community over those of another. It is our firm conviction that just in proportion as exceptions are made, opportunities for evasion and misunderstanding are multiplied.

Our experience teaches us that these will not fail to be taken advantage of by certain dealers, for their own ends, and universal dissatisfaction and endless complaint will certainly be the result. We had always intended laying these reasons before you at this time, and without insisting upon any action thereon, and we hoped to obtain for them a consideration which we felt their importance fully merited. And in conclusion, did I not feel that you would receive this explanation in the spirit in which it is tendered, believe that our actions were the result of our honest convictions, and that our presence here to-day is due to some higher motive than compulsion and the lash, a proper sense of self-respect would certainly compel me to decline taking further part in your deliberations. [Long-continued applause.]

The President said: I may say, in connection with all the gratifying things that have come to me and to you in connection with this movement for reform, the most gratifying is the presence of our friends upon this platform to-day. I have always believed and have always declared that when that great house saw their way clearly to identify themselves with this movement, they would be found on our side. [Applause.] And I may further say that, on one occasion, when their first letter on this subject, going still further than we proposed to go, was read, and some one questioned it, and said that we should never get them to work with us, I said to that gentleman that he was not a Calvin-

ist, and did not believe in the final perseverance of the saints. [Applause.] Gentlemen, you have the proof of it here to-day, and I rejoice with you, and welcome into this organization that great publishing and distributing house.

The President also corroborated what Mr. Wood had said as to differing constructions of the agreement signed by the rest of the Eastern trade.

Rev. J. M. Arnold, of Detroit, being called out by the Chair, said he should like to say a few words in reference to this subject. There are schools which have played this game year after year. They use a book one term—a bookseller supplies himself with that book. The next year the schools provide for a new book, and so on indefinitely, year after year. It is a nice little game, and the bookseller understands well what it means when he is left with these books on his shelves, for which he can find no sale. It seems to me that some measures should be taken to remedy this evil.

The President said: I think the point is well taken, unquestionably; but if you go back a year ago you will find that, since we met at Put-in Bay, we have had the action of the Publisher's Board of Trade in New-York, which, while it has not given us all that is wanted, has cut off a great many of the evils. Let us rejoice in what has been done. You remember that you are better off than you were before; that some of the evils have been lopped off, and that others will be pruned off in due time. [Applause.]

The Second Resolution Again.

The President here called for the report of the committee of five, to re-word the second resolution:

Mr. Geo. B. Brown, of Toledo, read the report as follows:

Whereas, It is the unanimous and settled conviction of this Association that, unless its principles and resolutions are rigorously carried into effect, it will be impossible for honest booksellers longer to maintain themselves, that the best and most enterprising booksellers will rapidly withdraw their capital from this business, and that serious loss must come to publishers, as well as to the trade at large.

And whereas, We believe that the time has come when, by the hearty co-operation of all branches of our trade, a final blow may be struck at the evils of underselling, and pledging ourselves faithfully to stand by one another in measures necessary to that end; therefore,

Resolved, That we, as an organization, do most respectfully and yet earnestly ask publishers so to control the sales of their publications to jobbers and other dealers, as to protect us in securing from the public the prices which they themselves have fixed on their own publications, and to prevent undersellers from purchasing at rates that will enable them to continue to sell in violation of the rules of this Association.

This was greeted with hearty applause, and on motion was carried unanimously and without debate.

Mr. W. S. Appleton arose and said that the house he represented would fully indorse these resolutions, and if there were any publishers present who did not wish to do so, he thought

the Convention would be glad to hear their side of the question now. Mr. A. C. Barnes heartily assented to what Mr. Appleton had said, and added the assent of his house; he also complimented the house of D. Appleton & Co. as being *facile princeps* in the reform. Mr. Appleton insisted on halving the compliment with Mr. Barnes.

The President then said: Gentlemen, last night you had a committee meeting of the Committee of Thirty, which grew into sixty and ninety, in one of the parlors of the International, talking and writing and arguing from half-past eight o'clock until twelve—with fifty different opinions, each man clinging with more or less tenacity to his; and though you went out of that room not harmonized in your action, you brought a resolution here and sent back this committee to make it short, sharp, and decisive, came back here and exhibited an unanimity the like of which was never before seen in any convention that had such an original diversity of opinion, and in one sense a diversity of interest. Gentlemen, I am proud of you. [Long and continued applause]

Mr. Baker moved that the resolution be adopted. It was accordingly adopted unanimously.

The Question of Dead Stock.

The President then called up the third resolution of the Committee of Thirty, in reference to unsaleable stock:

Resolved, That booksellers shall have the privilege of selling shelf-worn and unsaleable books, during the month of January, at such prices as they may see fit, provided that such stock shall be selected from the good stock, placed on a table or counter by itself, and the price marked in plain figures.

MENTIONING THE REGULAR PRICE.

A long and interesting debate followed. In answer to a query by Rev. J. M. Arnold, the President said he thought it was felt in the committee that the mention of the regular price, especially if there was a reduction of 40 or 50 per cent, might carry an impression that would affect the regular stock of the dealers unfavorably, and that therefore the original retail price of the books should not be named. I ventured to say in the committee last night, that I thought it exceedingly desirable that in the vocabulary of the bookseller hereafter the word discount should be blotted out, and I think that in this you have a little beginning in that direction. If you have a book, the price of which is a dollar, and you say now we sell it at fifty cents, being accustomed to talk about discount, you say that you sell that book at half off, and in that way you create a public sentiment in the wrong direction; but you fix the price without any reference to the original price of the book, and it seems to me you have what is desired.

Mr. Joseph Knight, of Troy, said that when booksellers lay out on their cheap counter books that have become slow of sale by reason of reading, shelf-wear and dust; if you offer a book—for instance, the average English book, published at ten shillings sixpence, and advertised at \$5.25—if you put that book on the cheap counter and offer it at \$2.50 to the customer, he will say at once "That is not any re-

duction; that is not cheap." I do not see how you can get around answering him by saying "That book was published at ten shillings and sixpence." There may be no mention of discount, or what the discount is you are offering the man. I know in our own experience it has been one of the principal ways by which we have got rid of old stock, by mentioning that fact and emphasizing it. I should regret if we were compelled to keep those matters still.

Mr. Arnold said he would like to support this statement, that it is impracticable to carry out any such arrangement. Any clerk, any dealer, will inevitably let out in some way the original price of the book—there is no question about that; and I think no harm can result if men are allowed to state the primary original price. I think we should only be encouraging duplicity by attempting to keep the prices still.

The President said that he did not know that there would be any objection to Mr. Knight's saying, "This book was published at \$2.50; it has depreciated, and we will sell it at \$1.25."

CLEARANCE COUNTERS.

Mr. Avery, of Rochester, asked how that would affect the cataloguing of books and sending the catalogues around the country.

Mr. Knight said that dealers on these catalogues put in books not salable; and if they put in books that are salable, anybody of any wit would see it at once; and these cases, like any others where there were attempts to take advantage, could be reported to the Arbitration Committee. I do not think booksellers are fools enough to offer good stock at reduced rates. If any booksellers in the Convention should drift our way, we would like to show them our cheap counter. I can tell them that we do not put any full-price, first-class books on that counter, or books that we can get full price for. That counter is an opening, a relief, and the only way we can get rid of poor stock. There are many books that are sent to us without orders, and though we have the privilege of returning them, we like to share some little risk with the publisher; we always keep one or more copies of the books sent to us, and always get stuck with some of them. If you permit us to get rid of these books in this way, we shall be very glad to do all we can, and share some risk with the publishers.

Mr. Baker said: Here is a catalogue I hold in my hands in which a house in New-York advertises to sell 95 volumes, the aggregate retail price of which is \$153, at \$76. They distinctly state they are one half the retail price. They are standard poetical works.

Mr. Ingham said: Not very long ago we received a monthly publication of which four or five pages were occupied with a clearance sale. It was expected we should give this to our customers. It seems to me that this is carrying the thing to an extreme.

Mr. Graves asked if this allowed us to dispose of old stock at any other time except the month of January. The President said there was no limit; that point was talked of in the committee, but was not adopted.

OLD STOCK AT TWENTY OFF.

Mr. Martin Taylor then said: Mr. President, I was not in the committee when this resolution was discussed or adopted to be presented in

this Convention. It seems to me we had better stay by our old 20 per cent rule; that there is flexibility enough in that rule to allow us to get rid of the old stock. [Applause.] I found it so. I have no doubt that if the gentlemen here will continue to give their experience on this point, they will find that the flexibility of the 20 per cent rule will allow them to satisfactorily dispose of all their old stock. I am in hopes that the rule which works so well, which we have heard from all present has worked so well, will be stood by.

I am very happy to say that in Buffalo it has been lived up to, and has worked well. It seems to me that 20 per cent gives us plenty of margin for unloading our old stock. If not, it seems to me it is better to retain that 20 per cent limit; and if we have got stock that is so bad that we can not unload it at 20 per cent to some one, let us give it away to some honest institution that will appreciate it. Our experience in Buffalo has been, that public and private libraries, and those that expect a discount, are entirely satisfied, and we have found that in new stock there is no difficulty in obtaining retail prices; 20 per cent is sufficient to unload any stock we have got. If that rule is adhered to, we would be more careful in our buying, and publishers would be more careful in regard to what they publish. We want a book to be worth at any time, with or without covers, within 20 per cent of the retail price. It seems to me that if we lay that resolution on the table and do not say any thing about it, and leave the old rule, which we found good enough to go on for this year on that basis of 20 per cent, we shall be able to unload every thing we want to, and the people will be satisfied, and we shall be satisfied. I therefore move that the resolution be laid on the table.

Mr. Lockwood thought the flexibility of the 20 per cent rule would not do much good in that case; that only affects certain classes, and the classes would not be attracted by the books referred to.

The President: Mr. Taylor's remark about giving the stock away, reminds me of a little incident where a lot of books were laid out to be given to some institution, and one of the books having been laid out by the employer, one of the clerks came and wanted to know what those books were for. I said—[Great laughter] Well, gentlemen, is it not always better to be honest? [Laughter.]—I said it was a donation; he said he thought it was a joke. [Applause and laughter.] Well, gentlemen, this gives him an opportunity of disposing of all his old stock.

Mr. Ingham said there were many men here who can not join this Convention if that resolution is laid on the table and no other passed to take its place; you could not get men to join this Association, because it is the worst thing that can be done. By request, Mr. Taylor withdrew his motion to lay on the table.

Mr. Taylor said further: It seems to me if this resolution passes, and you have stock that has been on hand six months, you have a right to dispose of such books at any discount you please. As I said, our 20 per cent rule works well, and under that I think stock may be sold as damaged stock; but there is just as much stock on my shelves, perhaps, that has been there six months, and which is as good as that that has come in more recently. I think there

is a strong objection to this rule. Of course I would like to hear it discussed. I do not wish to cut that off by moving to lay it on the table. Let us have a margin that we shall not go below.

Mr. Arnold said, that of course the matter wholly turns upon the interpretation given to the 20 per cent rule. If the opinion prevails, that any person can dispose of the shelf-worn goods at any price, there is no need of this resolution; but otherwise I think it is essential for the success of the book business that it should be passed. The bane of the book business everywhere is old, shelf-worn stock. It will accumulate in five years enough to take off the profit of a whole year. We buy holiday stock and sell it off at a good profit; the holiday is passed; we keep it until the next holiday, and its value is seriously impaired, besides being out of date, and it ought to be sold immediately, and ought to be thrown on the market for the welfare of the dealer soon. Every dealer has this stock, and places it in taking an inventory as not worth more than half the retail price. I think we can not get rid of such stock under the 20 per cent rule without some arrangement of this kind. It may be left to a local board in each town who should say what books should go into this stock, and what should not; but the privilege of selling damaged stock at reduced prices we must have.

Mr. Ingham said that we, in the West, have to take back a great deal of stock; we can not send it to the publishers, and must have some way to get rid of it. I have no objection to its being put in there, that any stock put on a table, marked old stock, should not be sold for less than half price. I can not carry this stock from year to year to get 20 per cent upon it. We can not do it, and booksellers will not join unless there is some outlet. We worked under that rule last year, and I presume half of these gentlemen have had an old table, and I wish to know if one of them knows of the abuse of this rule. I know of none.

Mr. Martin Taylor understood the gentleman to say we have worked under this rule last year; if so, why disturb it? Mr. Lee suggested as an amendment permitting dealers to dispose of old stock during the month of January without restriction.

Mr. West said: It made no difference to him; in fact, we have no table of this kind; when we get on hand a certain quantity we lump them off to a second-hand dealer. I am aware that there are not second-hand dealers in every vicinity, and many do not have an opportunity to get rid of such stock; so I think it is necessary to have a resolution of this kind. One month does not seem to meet the case. I think three months would be better. I am fearful if this resolution is adopted extending this privilege through the year, it must work mischief among our retail men. I am almost positive it will be thus. There seems to me to be no difficulty in disposing of goods damaged; and I will suggest that amendment be made for three months, naming January, February, and March.

Mr. Avery, of Rochester, said that it struck him that is just what we booksellers are complaining of; issuing these catalogues for three months is enough to fill the country with the notion of books for half price. It strikes me that Mr. Taylor has the right view of it; the

man who buys judiciously and takes care of it will work off his stock at this discount; if it is damaged, he can do what he likes. This resolution opens the gates to such men as Boston and New-York are full of, to issue circulars and throw them into the face of our customers, and now we propose to open the gates for the rest of the trade to do what Boston and New-York are doing to the damage of our stock. There is no justice in that, it seems to me.

Mr. Stevens said: I hope the one month clause or three months clause will not pass; I think Mr. Taylor's motion ought to be carried; we have gone on very nicely so far. An incident which happened a few days ago will illustrate this idea very well: A little four-year-old girl was playing in the garden and caught a little flying bug; she put it in a little box, and put a hat over the top of it, and fastened up the sides of it securely with brick. She then took off the hat from the box, which was open at the top, when out flew the bug; when the child exclaimed: "Mr. Bug, what made you fly out of the top?" [Laughter.] We have gone on and made a tight box of the 20 per cent rule, and now we propose to go on and take the top off and leave it open to everybody.

ALLOWANCE FOR DEPRECIATION.

Mr. Knight hoped they would pardon him for speaking so often; he had hoped the decision of the committee would pass without debate. I feel interested in this question, and you will pardon my zeal. I do not know how it is that you booksellers buy so discriminately. Take the large measure of new English books published. The bookseller who wishes to do the best he can for his constituents, who wish to know all that has been done in the world of thought and letters, must have some loop-hole to escape. We have no desire to sell new books at cost prices, no thought of any thing of that kind. I know I can not, and my friend would not indorse me in any such action. This is a matter that must be left to our discretion. Here is a book published at four dollars. There is some competition, and another publisher gets out an edition. What shall we do? Sell at 50 off? No, you have got to stick to your prices! Take a medical work published this year, and next year some slight alterations are made, and a new edition out. What are you going to do with that edition? A customer comes and asks, "What is the price?" "Six dollars." He says, "Is that the latest edition?" We hem and haw, and say "No." He says, "I can buy this new one at ten per cent off. How much will you take for the old one?" We say, "Ten per cent." Where are you now? I think we should have it left to our discretion. I think it is for the best interests of the retailer and of every publisher that such should be the case. It is for the interests of the publisher that we should turn old stock into money to put new books in its stead. I do not think it is letting down any bars for underselling, and there is a point you seem to overlook. I am sure we are willing to be amenable to your law. If we advertise any book that is not proper, we shall be willing to answer to the Arbitration Committee for it. I do not wish to convey any idea of threat, but I come here with authority from my firm to indorse all that is done that is wise and proper. But I do not think they will feel

satisfied to have me vote or indorse or sign any agreement that would tie us up and prevent us from getting rid of our stock. In the last year, we have done as we have in former years. Any stock that has become worn, faded, or by mail-marks, or wet, or any of those things, we have put on our cheap counter and sold. If the withdrawal of this motion will allow us to do that, I shall vote for it; if not, I shall not.

Mr. Martin Taylor thought if people understood the 20 per cent as the bottom price, we should get along all right as we are.

Mr. Ingham said: the publishers have asked us, over and over again, to have confidence in them; now I ask the publishers to leave it to us, and give us their confidence that we are not going to sacrifice our stock under this rule. I think we are entitled to ask that they will leave it to us, and we will not sacrifice our stock in this manner. But this is an important right that we must have, and we and you are extremely interested in our opportunity. I think it would be a very unfortunate thing if you defeat this resolution. Mr. Taylor would say to Mr. Ingham in reply—"and I speak from the same standpoint that he does, as a bookseller, and not as a publisher—it seems to me that nobody will complain if we leave the matter as it was last year. I have not heard any complaint from any bookseller that takes it on himself to sell old books in any way he likes. We have legislated on the maximum discount which applies to a first-class stock of goods, and our own consciences will tell us whether we are violating the rule in the manner in which we sell our books."

Mr. Ingham said that with the understanding Mr. Taylor has of it, he should not object; but he wished to keep the engagements he made, and wished to have it understood how the matter in fact stood.

NECESSARY PRIVATE RIGHTS.

Mr. James Campbell, of Boston, here said: I do not know that I understand very well what you are about; but while I am fully in sympathy with any thing that can be done to make our business more honorable and somewhat profitable, I also curl up very quick when any one attempts to invade what I think are my own private rights. I think that this Convention is going out of its way, when members attempt to talk or use up our time about this matter. I thought so last year, and I think so now. I think if there is not honor enough among the trade to take care of what they call old stock, and they find they are sold on it, and want to get some money out of it, if we can not trust to their honor to make that thing right, I think that no bond would make them honest men. [Applause.]

I am ready to do any thing to sustain the trade honorably and keep up the prices. I am in favor of just this, and I can say it in a word: that all publishers, as honest men and manufacturers, should manufacture their goods at an honest price, and sell them for only that. [Applause.] I am willing to trust them when they say, "We will do that as men." And then, when we get all the live books in the regular trade, that we should sell them just at that price, and no less. But I want just the same privilege to sell what I am stuck on. I am not rich enough, like my brother on the platform, to be able to give

away these books. If I could I would. For I certainly have some books, and good books too, that I have had in my store not six months, but six years, and I would like to get some money out of them. I would try, and am trying, and I do not want you to interfere with my privilege to do that. When you or any member of the Association find me or any body else violating the rule in this respect, put your finger on us. I am willing you should do that at any time, and if I can, I will explain; and if I can not explain, I will apologize to the Association. Now, I say, Mr. Chairman, drop this sort of thing, and let us work on some cardinal rule, something that has bottom and force to it, some thing that will control the whole trade; and let every gentleman that keeps a bookstore, and finds himself overrun with poor stock, let him get as much money as he can out of it. I have some in my store now that I can not get rid of, and they are clean and good, and I put them at half-price, and I can not get it. And if I can not get fifty cents, I will take a quarter; and when that class of books is out of my store, I will never have any more in.

I am willing to make good bills, and sometimes I believe what I am told, and take what appears to be a good book, and make large bills on it. There is a gentleman in this Convention that more than six years ago persuaded me to make a large bill in this class of goods, and I have the goods now. I want that you should not interfere with private rights, for there is a good portion of us at least who are honorable, and we want to save all we can and make what we can; and where there are those that are not honorable, then let us combine and make them honorable men, if it is in our power to do it, and keep them from destroying our trade. You have a man in Chicago who advertises that he has the cheapest house, the cheapest bookstore in the United States. There is another one in New-York who advertises that he has the cheapest bookstore in the world; and you have one in Boston who will give you a premium if you will buy twenty dollars' worth of books. While you have such men in the trade, why do you waste time on such a resolution as this? We have bought the publishers' books, and many of us have been taken in by them; and now, what I want is that you shall not interfere with our private rights. Suppose we are doing the best we can, and suppose we are wanting to do the best we can with our stock, we can not afford to put them in the contribution-box; and if I can not get a quarter for my books, I will get ten cents for them, and no good-natured bookseller will persuade me to buy that kind of stock again.

A COLLEGE TOWN.

Mr. J. B. Parker, of Hanover, N. H., said he was a retail bookseller, and would like to say a word or two in relation to this last movement. I have a single example first to offer of how this movement is going to work. I have built up, or been the means of building up, some twenty or more libraries. I started the book business in Hanover about ten years ago. Before that time I think there was not a thousand dollars' worth of books sold in the place. Now I sell about twenty thousand dollars' worth a year, and it has got to be so that the people about think that they ought to compete for the

trade. Before I built it up they thought it was so insignificant a place that it was not worth notice, and it was not at the time, in regard to the book business. I carried about eight thousand dollars' worth of stock, and by carrying such a large stock I built up the trade. And now certain stores in Boston, New-York, and Philadelphia are writing and sending the catalogues which have been mentioned. Almost every student in the college has one, besides the individuals in the town. So, the other day one of these libraries would buy a thousand dollars' worth of books. They sent a list to these different firms. One firm, in Boston, offered them 35 per cent discount from the list, comprising Prescott's and Irving's works, and that class of publications. Another firm offered them 40 per cent if they would buy the balance of their list from their store. I saw the firm in Boston, and asked them how they did it. They said they could not make that discount on the standard works, but their dead stock averaged in at that. Now, if no discount at all was mentioned, what is to hinder them from saying, "We will sell you this list of books at such a price; the retail price is so much"? How much of a mathematician will it take to say what the discount will be? I recollect attending a convention last year in which we all signed this twenty per cent rule and ten per cent rule. I had furnished the medical college with their books ever since I have been in the business until last winter. Since signing that rule, I considered myself bound to adhere to it. I went home, and instead of giving the fifteen per cent as heretofore, I changed to ten per cent. What did they do, but write around and see what discount they could get on their books from different publishers, and they were offered them at 20 and 2½.

LIBERTY WITH DEAD STOCK.

The Rev. W. H. Shuey, of Ohio, said he was with this movement in its incipency, and had attempted to practice the agreements laid down by the Association, and I have never understood that the 20 per cent rule applied to the masses—that is, to the consumer—in the cases of dead stock. We have not considered ourselves bound by the 20 per cent rule when we wished to work off our unsalable stock. We have done this all the way through. We have heard no complaint from any direction, and it seems to me that we need not wade through further legislation in regard to this matter. The gentleman from Boston says he has stock on his shelves that has been there for six years. I had stock on my shelves, 4000 volumes, that had been there for twelve years, and the best I could do with it was to lump it off for about eighty acres of worthless land in Indiana, and I boxed up the books and sent them off the best way I could. It seems to me we need nothing further than we have. Let the rule stand in regard to good salable stock, and let us do the best we can with that which is unsalable.

Mr. G. H. Putnam, of New-York, said he thought the signing of this agreement gives much more of a loop-hole than Mr. Taylor apprehends. The invalidating of any part of our agreement weakens the whole. If we are allowed to sell at anything lower than the 20 per cent rule, it should be so stated. We want to

know to the letter and the spirit what we are going to hold to. I believe with my friend Knight, that some way is needed to get rid of those books of which the publishers may have mistaken the character. What we do want to be sure of is, that booksellers have a little enterprise in bringing those books before the public. There are not many bookstores in the country managed with the enterprise of that store in Troy; and the booksellers of the country should use more enterprise in bringing their books before the public. I think that one or the three months allows an opportunity for those scurrilous clearance catalogues to be put in circulation. The honorable bookseller ought to be protected, and there has got to be some loop-hole for him to get rid of this dead stock. If this measure is defeated, I am much afraid that the booksellers of the country will find their shelves filled with old stock from which they are not going to realize any thing; and they will have so much the less means to buy with, and so much the less means for doing business.

Mr. S. T. Bowen, of Indianapolis, said:

If those resolutions are passed, it will be found that whoever wishes to get rid of a dead stock of books must take them from his stock, and put them together on a separate table. I believe that is the reading of this resolution. Then his neighbors can come in and see whether he is putting good stock there; and if he is, then of course he is subject to be brought before the Committee. During the last year, there have been clearance sales, and books have been sold that were fresh and new, for less than the 20 per cent. I think it is far better that we should control this matter, than to leave it to the discretion of every individual bookseller. My objection to the last amendment is, if there is a month in which the flood-gates can be opened, there are many booksellers who would take advantage and abuse the privilege; they would say to their customers, "Wait till January, and I will sell you books at better than 20 per cent discount."

Mr. Lockwood, of Boston, moved the previous question, at which the President said:

I think it very undesirable that we should stand upon strict parliamentary usage, in one sense, for I think we ought to talk this matter out. I think that in this body, over which I have had the honor to preside, the previous question has never been put in operation so long as any one wished to talk on the subject before the house. Accordingly, Mr. Lockwood withdrew this motion for the previous question.

Mr. Parker, of Andover, said he had practiced making an auction two evenings in the year, to sell that which was damaged or unsalable.

Mr. Martin Taylor thought it might be better to sell damaged stock to some auction shop in town, and that does not interfere with us in any matter. It goes to people who do not come to our store. It is a thing that no one would object to. It requires no resolution to be passed. You can go through and clean out the stock you believe will not sell. I find in my trade a book that has stood on my shelf for some time, and looks to me as if it had stood there about long enough. By and by somebody comes along and wants that very book—perhaps the Mechanics' Library wants it; and by keeping your eyes open and looking for such customers,

taking him to that and selling for 20 per cent off, he is satisfied.

AT DISCRETION.

Mr. Cushing, of Baltimore, said he at first started in favor of the original resolution, but as I hear the discussion of the members, I think what a strong argument that is, and when the other side speaks, I feel somewhat so towards them. I feel that it is a fatal thing in taking our first decisive departure from the 20 per cent rule. I want the 20 per cent rule kept; there should be a fair and square coming up to the spirit and the letter. I would offer the following resolution as a substitute:

Resolved, That the mode of disposing of unsalable stock be left as at present to the discretion of each dealer.

The resolution was seconded.

Mr. Coates would add that no book be called unsalable until it is six months old.

Mr. Brown called for the reading of the original resolution, and said: It seems to me that covers all this. It only puts in words the mental reservation we had in our minds before. It embodies that, so that all understand it. First, this stock must be six months old. Is there any thing bad about that? It is unsalable stock. It must be cleaned out and put by itself. There it is, and my brother bookseller will come into the store and see whether or not I have any thing there that is wrong. If I have, he has his redress. If I put nothing there but what he himself would place there, I see nothing in the way of that.

Mr. B. B. Crew, of Atlanta, Ga., said he was not a member of this Association, but would like to become a member. It seems to me it would be well if there were an amendment like this inserted, that no matter what price a bookseller offered to sell these books at retail, he shall be compelled to give the original discount to any other dealer.

The President thought that in the discussion of this whole question, while it has been well to have it, there has been some misapprehension in regard to the matter itself. I take it most of us here carry very little of what you may call unsalable stock. Of course we have it more or less, but I never have supposed for a single moment that when I put upon a counter 50 or 100 volumes of unsalable, dead stock, and offer it at 30 cents a volume, the retail price of which was a dollar to two dollars and a half, that I was violating any rule. I agree with Mr. Cushing—we have got to trust to the judgment of the dealers themselves; for if it is supposed that by the adoption of this resolution we are to shut out such instances as cited, no resolution of this kind will shut them out. And I think that if, with all the good sense that has been displayed in this Convention, this resolution of Mr. Cushing could be passed by you, it would cover the whole ground, and no one could be hurt by it. I do believe with Mr. Campbell in the right of private judgment.

The substitute for the resolution was then read again and carried.

Postage Rates.

On motion, the fourth resolution of the Committee of Thirty was adopted, as follows:

Resolved, That the Executive Committee be instructed to prepare a petition to Congress, praying that body to restore the former rates of

postage on books and printed matter, and present the same to the members of this Association for signature.

A CENTENNIAL COMMITTEE.

Mr. R. R. Bowker, of New-York, then offered the following resolution, which was unanimously carried:

Resolved, That in view of the approaching Centennial Exhibition at Philadelphia, this Convention urges all members of this trade to forward a full representation of the American book trade at the Exhibition, and that a Committee of ten of the members of this trade resident in Philadelphia and vicinity be appointed by the Chair to further this end.

The Committee was afterwards appointed, as follows:

J. B. Lippincott,
John A. Black,
George Remsen,
R. Porter,
George Wood,
Edmund Claxton,
H. W. Coates,
Mr. Lindsay,
Mr. Blakiston,
B. Griffiths.

Mr. Bowker further said:

I have to offer now a very important resolution, which was proposed this morning, and which Mr. Wood's statement emphasized the importance of. I can say with him and with the Chairman, that considerable difficulty was found in the wording of the resolution of the Put-in Bay platform, and the agreement signed by most of the Eastern houses as regards the 20 per cent rule. We had numerous reports from the booksellers, that the mere phrasing of it gave the notion to the public that everybody was entitled to the 20 per cent. There was also some ambiguous wording that should be corrected authoritatively. Let me add in a very few words, there has been a very agreeable disappointment among those who came from the East, that the Convention has been so wise in directing its attention to the second resolution which you have passed to-day, and letting well enough alone for the present, so far as the question of discount is concerned. Those from the East know that the Convention has been wise in leaving that matter where it was. The action of this Convention will do much to bring the whole trade as well as the Association within that rule; but we should have before us a clear statement, which should be known at the retail price rule, and not the 20 per cent rule—for that is not the rule, but the exception to it.

Whereas, The prominence of the words "20 per cent" in the resolution of the Put-in Bay platform, and in the agreement of the Central Booksellers' Association, has given rise to grave misunderstanding,

Resolved, That a sub-committee from this Committee of Thirty be requested to draft a re-statement of this important resolution, without altering its present tenor, so that the retail prices be definitely set forth as the basis of this rule, and discounts within this limit of 20 per cent as exceptions thereto; and that they be requested to suggest any further definitions as to the meaning of "large buyers" or other phrases, that we may make the resolution a

clear, explicit, and definite statement of the positions as to discounts set forth for the guidance of those engaged in the reform.

The resolution was carried. On motion, a committee of fifteen, to nominate officers for the ensuing year, was provided for.

Mr. Martin Taylor brought forward the plan for an excursion to Toronto on Friday, by the courtesy of the Canada Southern R. R., and after several other notifications had been given, the Convention adjourned to meet on Thursday, at ten o'clock.

Fourth Session—Thursday Morning.

The President called the Convention to order at about half-past ten, and after stating that the committees were not yet ready to report, said he would be very glad to have any member of the Convention who felt so disposed, come forward and give his experience in the same manner as at the meeting we had yesterday.

Another Experience Meeting.

ROCHESTER, N. Y.

He called upon Mr. Erastus Darrow, of Rochester, who said: It is interesting to look back through the almost thirty years that I have sold books in Rochester. That was formerly the flour city; it has now changed its name and spells the "flower" in the other way. We established twenty-five years ago the University of Rochester, and we have had some of the experience of other university towns. We have done a great deal to introduce literature and keep a large stock of books in Rochester. But we have been outsold by the publishers and their agencies, and through the seminary. I rejoice that our business is likely, not only in a local way, but in a national way, to be raised from the position of mere dealers to a profession, and I feel very much encouraged by the action of this Convention and by the action of our local bodies. I believe that we shall raise our business to a profession, and that we shall feel that we have an interest in preserving and keeping our business in such shape that we can respect ourselves in it. We expected to have heard from one of our oldest booksellers, Mr. Dewey; he has been thirty-one years in the trade. He was here during the first day of the Convention, and hoped to have remained and given you some of his experience in the business. We are represented by four or five of the booksellers—Mr. Avery, Mr. Wetmore, Mr. Morris—and it gives me great pleasure to be able to meet you and give you this word.

The President asked if the Rochester trade have felt any benefits from the action of the Convention last year. Mr. Darrow said that they felt they did not do the Put-in Bay Convention justice. We did not get interested in it early enough to attend it; and we felt this year that we ought to interest ourselves in the Niagara Convention and attend it in strong force. We did not get up a local organization last year, as no member of the trade in Rochester attended the Put-in Bay Convention. We made a faint effort to get up an organization and act under it, but it was not carried out. We are now forming an association for Western New-York, including Syracuse, Elmira, Oswego, Rochester, Buffalo, Lockport, and shall perfect it a week from next Tuesday.

The President asked if they had any better prices? Mr. Darrow replied: Yes, I think we felt a little good effect from the last year's meeting, but still we have not acted under it, and we are now determined to act under this 20 per cent rule of last year, and are perfecting the organization for Western New-York. I think we shall live up to it and carry it out successfully, as we are likely to have the co-operation of publishers and jobbers as well as the confidence of our own dealers, and I believe that we shall find it is an interest that we can all carry out honorably and successfully. We can keep better stocks of books, and feel that we are getting some slight remuneration for our services. [Applause.]

WATERTOWN, N. Y.

The President asked Mr. Sterling, of Watertown, N. Y., to come forward and take the stand. [Applause.] Mr. Sterling was happy to say in favor of Watertown, that we have had no difficulty whatever in this matter of underselling. I think I have not heard from any one yet but has had complaints to make in regard to underselling; but in Watertown, my neighbors, Handford and Waterman, and myself, have had no trouble whatever. We have maintained the regular retail prices of books, both miscellaneous and school-books. We have had but one thing to interrupt our peace, and that was the advent of a dollar store, which is the experience probably of a good many here.

The President: A ninety-nine cent store. We want to be accurate about all things. [Laughter.]

Mr. Sterling: Yes, a ninety-nine cent store. About two weeks ago they came out with an entire column in our daily, advertising the standard works of the day, the most salable books, like Mrs. Holmes and that class of books, for sale at ninety-nine cents. We, of course, were considerably stirred up at first—did not know what to do—thought perhaps we had better put our own books at less prices, and run them out. But we concluded to do nothing, and my impression is that they have done very little indeed, if any thing—kept very few of the books, and those that were most wanted were not found. I have nothing more to say in regard to this matter. Of course we feel very deeply interested in this movement, and extremely anxious that the publishers should adhere most thoroughly and sacredly to the obligations they take upon themselves. I think, for one, that we should go a little farther than the Convention are disposed to do; but in due time probably that will be brought about. I can not see myself the consistency of making the discounts to certain persons that are made. [Applause.]

There is a class of persons whom we greatly respect, whom we consider the most important men in our communities, and those are the clergymen. They expect from us a discount of 20 per cent. I must say I do not see any reason why this should be so; I think they should maintain their own dignity, or allow it to be maintained by paying the full retail price for books the same as any other class of persons. There is no reason why they should have a discount for books any more than for hardware or clothing, or any other material; and I think their own dignity, and the dignity of their profession, and their influence, would be increased if they should expect to pay the full price. Of course

we know a good many of them are not as well paid as they might be, but that should be provided for in another way. Another thing we would like to see would be a little more definite shape given to the clause as to the amount sold, from which a discount of 20 per cent is made. Now it is indefinite, and we do not know whether a large buyer is a \$25 buyer or a \$2500 buyer.

The President said: I think it is only just that it should be stated that the professions themselves never ask for these discounts spoken of by Mr. Sterling. The plan did not originate with them. If I remember, as far as discount to clergymen is concerned, it originated in the city of New-York, from one of the best and wisest men in the trade; it did not arise out of an unworthy spirit, but simply out of a feeling that if he could get copies of his books in the hands of the clergy, they in turn would recommend them to their people, and he was willing to recognize his obligation to them by selling them at a less price. That, I think, was the beginning of that part of the system which gradually went into other professions, not because the professions themselves asked it, but because you, gentlemen, gave it to them. [Applause.] Mr. Sterling said: Perhaps if they were aware that the retail dealer lost on his books that he sold at 20 per cent discount, they would feel differently. Mr. Randolph said he had no doubt about that.

THE LEHIGH VALLEY.

The President next called upon Mr. H. T. Clauder, of Lehigh Valley.

Mr. Clauder spoke as follows: Gentlemen, I feel almost unworthy to represent the Lehigh Valley in the questions which are under discussion in this Convention. I am comparatively a new man in the business, having an experience of but five or six years, whereas my friends have been in the business some twenty or twenty-five years. But none of those gentlemen could come, and they urged me to do so. In the letter that was read in your hearing yesterday, we of the Lehigh Valley who met last week, gave some of the points of difficulty which we have experienced; and from the remarks which were made yesterday, it is quite evident that our experience is that of the trade generally. This is the first convention that I have attended, and from what I have seen here I am satisfied that no live bookseller who wants to understand his business properly, and who wants at the same time to bring that prestige of influence which the local bookseller should have and should maintain with the publisher, can afford to stay away and not become acquainted with all the facts that he meets with here. The experience of each individual bookseller, when he has a complaint to make, is probably this: He complains to the publisher or the jobbing house with whom he happens to deal that he meets with these difficulties; and the book-publisher or jobber hears the story so often, that he concludes that it is the story of a grumbler, a man that does not understand his business properly, and gets accustomed to it, and does not pay much attention to it. However, when he comes to a convention like this, and hears some of the experiences some of us gentlemen from the country have to go through, standing behind our counter and occupying the position of an ordinary

fraud and swindler, in asking a price that we have to ask hesitatingly, expecting that it will be asked of us to give our profit away to the buyer, and those things are presented in that way by the representatives of the trade throughout the country, it will have more weight, I feel assured.

As an instance to illustrate the abuse which this system has brought about, and how it acts against the publisher, I will give you a case that came under my observation about four or five years ago, when I first entered the business.

Our school board there had some five or six hundred books to buy yearly; I was taxed to furnish those books and maintain the school. My interest was there in the town, and I considered myself a young man of at least some influence. I went to a school director, one of the prominent ones there, and suggested that when they got ready to buy their fall stock of goods, I would like to have them give me an order; I would furnish them at a reasonable rate. He said he never paid any money for books. That was news to me; I always considered them honest men, and I was really a little suspicious when he told me he never paid any money for books. I asked him how he managed it. He said the books were all given to them. I thought that was a pretty poor show for booksellers. He then explained to me that the publishers were so anxious to have the books introduced that they generally gave the first lot of books to get them into the school. "Well, how then?" I asked. "Well, when those books are worn out and used, we take some other publisher's books." For my part, I do not see where there is any profit to the publisher from such a transaction as that. The people becoming aware of this fact, and thinking they could not learn much in this way, passed a law in the legislature, and since that time we have managed to get a little of the profit; but it is still very little. There is not a single gentleman in that school board with whom I would not have influence enough to sell those books at a fair remunerative profit to myself, and I was perfectly willing to divide the trade with my contemporaries in business there; but a rule allowing the sale of school-books to committees who are empowered to buy them, just cuts that right off. Those are a few of the things which are constantly working against our influence and against our business. I just give that as a prominent and very important example of the way that this manner of doing business works directly against publishers.

I do not know that I have any thing further to say; my experience is pretty generally that of most every one I have heard speak here. I hope that we will come to some conclusion by which the 20 per cent rule will be very carefully and closely defined. We are not all exactly placed alike; and in conversation with some of our Western brethren, I find they are a good deal better off in some respects than we are. I can tell some of our Eastern friends that that is the result of local co-operation or organization. The Western men are better united, I think, in some points of trade reform, than we are at the East. We have felt ourselves so weak and insignificant, when compared with the competition that we have to meet, on account of our close proximity to the large cities, that we have hesitated to take any steps in the matter. But for the last seven

years, ever since the trade reform has been suggested, I have contributed my mite, in my dealings with houses with whom I had business, by asking them to allow me, if they were satisfied that I was worthy, on account of the amount of business that I did, to transact business in my own territory, and at least give me some show. And I think I have convinced some of the gentlemen that it is the best policy, when they know the field is already occupied, to stay out of it.

One fact is not recognized in the book trade—not in selling the books at least—the proportional expense in getting up a single copy of a book. When a publisher goes to work and makes an estimate of what a book is going to cost him, he does not estimate on one copy. He says the book must be sold at a certain price. If he commences selling that book by the single copy at the same rate as he does five or six thousand, the principle is wrong. It is contrary to all laws of business that one copy of a book should be sold at the same rate as a hundred or five hundred or a thousand copies. That is the basis of the injustice from the very start, and we all ought to recognize that fact more closely, publishers and retailers alike. [Applause.]

The President said:

I see in the room, gentlemen, one of the oldest members of the trade, whose name and house are perfectly familiar to men who were in the business in the Eastern States thirty years ago; he has come a long distance to be with us, and I trust that he will come to the platform and give you a talk. I call upon Mr. Berry, of Nashville. [Applause.]

Mr. Berry, however, pleaded illness, and the President continued:

GENTLEMEN: I should be glad if he had come upon the platform, for he had the honor conferred upon him long ago of A.B., which means "a bookseller." [Applause.]

MR. SACKETT, OF MICHIGAN.

He then called upon Mr. Sackett, from Monroe, Michigan.

Mr. Sackett said that when our worthy President called me to say a word, it reminded me of a story. I had the pleasure of being a farmer's son, and early in my boyhood did work on a farm. We lived on a new farm, and were breaking up the best of the ground for wheat, and there were stumps and hazel-brush, and all sorts of things to be cleaned out; and after it had been plowed and harrowed, there were a great many roots a good deal in the way of harvesting. That was in the days when we had to resort to the cradle, and I was sent out with one of my father's workmen, and was told to dig up the roots. The man was plowing; the plow went very easily, it seemed to me, and I thought it was pretty hard for me to be digging the roots and he be doing the plowing; so I said, "Robert, suppose you let me plow, and we will change work." He said, "Come on and try it;" and I went as fine as could be, and took hold of the plow. Well, part of the time the plow was out, and part of the time in one furrow, and part of the time in the other; and I came back, and he began to talk to me, and just then a thrush lit in a tree, and began to sing; and you know how they can warble almost any thing. The man said, "Do you hear that bird? just hear what he says. He says, 'Sam Sack-

ett, Sam Sackett, trying to plow, trying to plow, too little, too little, dig roots, dig roots." [Laughter.]

Well, gentlemen, when you called me here I thought I had better be at work digging roots, and not come here to make a speech; but I want to say a word about our place. The other booksellers of our place could not come, and I have come to represent them and myself as well. We have no trouble, so far as we are concerned, in prices. When the meeting of last fall was held we came together and made prices corresponding with the list, excepting in a few cases. We did not feel like charging 26 cents for books put on the market at that price, nor 68 cents for others, but we made an even decimal; and if it went a little beyond or a little below, very well—it was handy for prices, and I do not believe my neighbors have deviated one cent, and I know I have not. [Applause.] But we have one cause for complaint. We happen to be a little ways from Cleveland, and a little ways from Detroit, and not far from Toledo, and not very far from Chicago. When this question came up about 20 per cent, we wanted to know what was meant by that 20 per cent, and I would like to know now.

The President said:

You will have that explained this afternoon.

Mr. Sackett continued:

There are some who understand it, sell to any one at 20 per cent that wants to buy, if they want one book or a hundred books. As I understand the reading of it, it does not mean any such thing. It specifies who the preferred classes are; it is not to every body. It operates with us in this way: I buy a book and pay a dollar; the retail price is a dollar and a half. They will sell it in Detroit, or Toledo, or some of the other of these places, for less 20 per cent; I have got to do the same. Now, while a man may be selling ten thousand dollars' worth of books, the ten per cent may be a very nice compensation. But when he is just so near these other cities that he can not afford to keep a large stock, and must order a small one, the expense of getting these few books will take all this profit, or leave him not to exceed eight or ten per cent. It helps a little, but it will not put butter on your bread for your families, and the result is we have to do some thing besides sell books. I find if you go through the land you will rarely find a complete bookstore, standing simply on books and stationery for a living, in places up to 12,000 inhabitants; I represent the druggist and bookseller.

The President:

"He kills and makes alive, gentlemen."

[Laughter.]

Mr. Sackett:

Yes, sir. And I want to say one thing, with all due deference: That I have not quarreled with any publisher with whom I have had any thing to do. The publishers have been square and manly, and as a retailer I want to thank them for it. [Applause.] I believe that we have a right to say, "Well done!" And I want to say one other thing to you: That while we deal in drugs, drugs mean just what they are represented to be. If you want to buy the meanest, vilest nostrum on the face of the earth, you can buy a single bottle for no less than the price the maker puts on it. He makes

no exceptions for schoolma'ams or schoolmasters. He is very glad if a clergyman sends him his name and states he needs something of the kind. He will send him a bottle, but he takes no 20 per cent off, and he is square on his donation account. I think it is a shame; and I think I never sold a bottle of ——— but what I told the man it was the veriest humbug on the face of the earth; we can not afford to sell a bottle without relieving our consciences in that way. [Applause and laughter.] But here is a humbug, recognized as a humbug, sold as a nostrum by a quack—[laughter]—well, perhaps I am too, for selling it—

The President: I am glad Mr. Sackett has got the joke on him to-day. They had it on me yesterday.

Mr. Sackett: Well, I say it is a shame that persons who deal in this kind of stuff should be regarded in their manner of doing business beyond and above, in all that we regard as business, the man that is engaged in selling books. Now, if I ask a man a dollar and a half for a book, he says, "Twenty per cent off," because he knows the ropes; but I sell it to a poor laborer for a dollar and a half. I want to know if that is an honorable principle. Now, where is the fault, and how are you going to reach it? I think, if I understand it, that that is the very point of this Convention. Now, while I vote for this twenty per cent rule, or any thing that seems to be a compromise, I want it distinctly understood that I do it as a protest, just as I act as to the prohibitory law. I go for a license simply because in a certain sense it puts an evil in our hands; but as a truth and a right between man and man, and man and God, I believe he stoops when he goes for that thing. Just so precisely do I feel in relation to this movement; I think we are not right until every per cent is swept away except to the regular dealers. [Applause.] I think we have a right to hold the jobbers to that, and if we as dealers will say to our customers as friends, especially those in the business with us, if we find A, B, or C selling at twenty per cent, off goes his head, and we will not buy a dollar's worth of him—it may cost us a little more for books for the time being, but it is only a question of time. A man must do a square business or do none; for the time being there will be men that will sell books at any price to get rid of them; but if the retail dealers will stand squarely together on this thing, I think there will be no longer quibbling on the part of the jobbers. [Applause.]

The President said: Gentlemen, Mr. Sackett does not understand precisely what this twenty per cent rule is; there is some confusion in the minds of many people on this subject. The story is told of a lady who went into a bookstore in New-York and asked the price of a book, which was a dollar. She asked the discount to clergymen, and she was told it was twenty per cent. She asked the discount made to teachers—she was told that was twenty per cent; then she told the clerk she wanted to buy the book at sixty cents, for her husband was a minister and she was a teacher. Whereupon the clerk asked her if she had any children; she said she had a girl and two boys; and the clerk said to her, "Madam, I would advise you to make your girl a teacher, and your boys ministers, and you will hereafter get your books for nothing." [Applause and great laughter.]

Mr. Sackett continued: Another thing—a man buying a book can buy a large or small amount, and have his account settled once a year, and get his twenty per cent off, and get his books cheaper than I can buy, or very nearly as cheap. I must pay in thirty days, and he pays in six months. Now where is my money to be made in selling books?

A VOICE FROM THE SOUTH.

The President said: Now, while it is a matter of great regret that the organization of this Convention was delayed so long, it is a happy thought that it was not perfected until a period in our history when, in all the affairs of the nation as well as in the affairs of trade, we should know no North, no South, no East, and no West, but the whole country. [Loud applause.] And to-day, while we have delegates from the East and from the far West, we have also delegates from that far-off State of Texas. We should be very glad to hear from Mr. Watkins, of Texas.

Mr. Watkins said: Gentlemen, I am sorry that my State, which is the largest in the Union, is represented by probably its smallest dealer. I had hoped to meet here to-day Mr. Cushing, our largest dealer, or Mr. Mason of Galveston, but owing to some circumstances they are not here. We of Texas are with you just as those of other States, although we have not felt the troubles you have to the same extent. Being isolated, and having some trouble in getting stock, we have had matters pretty much our own way. The people of our State have had too much difficulty in sending off to be able to take advantage of the discounts allowed them by publishers until within the last two years. Within that time we have had railroad communications and telegraph direct; the consequence is, we are beginning to feel the same troubles you have. The university troubles have been pretty much the same, and in one case I bring to mind now, the university has introduced books regularly every year, commencing with those of John P. Morton & Co., then of Mr. Barnes, then of Iverson, Phinney & Blakeman, until they had run clear through the list, and then they had to come back to the dealer and purchase of him. But these troubles have pretty much passed away, and now we are doing a square business; and if this movement continues, I have no doubt we shall continue to do so. I am not in the habit of making speeches, and can not illustrate the matter as well as some of our other brethren, but I will simply state that Texas is with our brethren of the other States, in this just as she is on the grand political platform of the Union. [Applause.]

FROM KANSAS.

The President here called upon Mr. Shepard, of the house of Matt Foster & Co., of Kansas City.

Mr. Shepard came here to give and take the right hand of fellowship with the booksellers from all parts of the United States. I have been a bookseller for a number of years, commencing at the bottom round of the ladder, and working my way up. I thought when I went into the business I had got a good thing, and there was a chance for making money. Before the convention at Put-in Bay, I came to the conclusion that I had missed my calling, and bookselling was not what it was cracked up to be. Since then, I am happy to say that

things are looking better. I did not attend, nor did our house attend, at Put-in Bay. I am sorry now we did not. I have learned more since I came to this Convention, and found out what harmony there is in the trade, and how much you are united; and I am glad to see it. [Applause.] I shall go home thoroughly braced up with the determination to stick to the twenty per cent rule. We have adhered to that rule lately. We have had bad times—drouth and grasshoppers; but, notwithstanding that, things are looking up well.

In regard to giving discounts to ministers and professional men, I have a word to say. I have among my customers one clergyman, to whom I sold Froude's "England" at a discount; and afterwards another customer came in, and I sold another copy to him. This customer afterwards saw the clergyman, and he says to him, "Why did you not speak to me, and I could have got you the copy for twelve dollars, for I got one for that?" Now, gentlemen, what do you think of that? As I was coming in, a young friend of mine was telling me his experience about a dry-goods man of his town. He had a new clerk in his store, and he became identified with the church, and after he had been there a few days, the minister came into the store, and this young man waited on him, and sold him a pair of gloves. When the minister went out, the young man went to the back part of the store, and his employer said, "John, what did you get for the gloves?" He said, "Well, he being our minister, I let him have them at cost." The employer said, "I am sorry you did it, and don't ever do it again. If you want to make him a present, you may do it, but don't make him any discount. If his friends ask him what they cost, he will tell them, and the next day they will come into the store, and they must have the same discount; and this will ruin our trade."

I would like, also, to speak about this postage business—books being advertised as prepaid by publishers. I should like to see books advertised with a certain percentage to cover postage, because we have customers who come in and say, "Have you got a certain book?" Sometimes, we have not, and we say, "We will get it for you, if you wish." And he will say, "No; I will order it by mail." I will say, "I will order it by mail for you, if you wish." But he will say, "No; I prefer to get it myself; I can get it just as cheap, and quicker perhaps." I will say, "No; I can get it as quick, and you will have to run the risk of your book being delayed; besides, you will support me by buying the book of me." Sometimes I can get the sale, and sometimes I can not. Therefore, I think it is no more than right, if the publishers advertise books at retail, they should advertise them without postage paid; or if they advertise postage paid, let them advertise a certain amount of postage.

BOOKS BY MAIL.

Mr. George H. Putnam, of New-York, said his impression was that the booksellers overestimate the amount of books sent out by mail. I tested that once or twice by putting some effort into distributing books in that way. I had a list prepared and collected one year of a certain number of people, and had a special circular mailed to that class, and told them about this particular work, and

that they could get it from us. We sent out eleven hundred circulars, and got orders for twelve copies. We sold enough copies of the book to know that the advertising a book in the way we did paid; but we learned it was through the retail dealers, and that the teachers and others avoided sending for books by mail. A certain percentage of the books so sent are lost in going from the publishers, and of those that arrive, a very large proportion are more or less jammed or injured in the transit, and those that try that plan once are the least apt to try it again; the orders are not generally repeated. We found it did not pay, and I deprecate doing business in that way. The advertisements are generally worded in such a way also as to have the buyers purchase of the retailer, who can get them for them. I do not think there is a perceptible percentage of books sold in that manner, and I think the injury in that way is overestimated. The President said that his experience accords with that of Mr. Putnam in this particular.

The Secretary having come in, he here read the minutes of yesterday's proceedings, and, on motion, they were approved.

Mr. W. H. Watson, of Aurora, Ill., presented the report of a meeting of retailers, called for last evening, as follows:

At a very enthusiastic meeting of the retail dealers, it was unanimously resolved to retail books at 30 per cent discount, in order to compete with publishers. When this resolution was carried, the applause was loud and enthusiastic. Being the only retailer present, I elected myself chairman of the meeting, and was likewise compelled to elect myself secretary. I hope my report will be received. Amid much laughter, it was received.

Further Report of Committee of Thirty.

The President then called for the further report of the Committee of Thirty, which was presented by Mr. Jas. S. Baker, and accepted, as follows:

The Committee of Thirty recommend to the Convention the following resolutions:

1. *Resolved*, That Article VIII. of the Constitution be amended to read as follows:

8. The Committee on Arbitration shall take cognizance of all complaints made by members, for alleged infractions of the by-laws and agreements of this Association. They shall endeavor, if possible, to reconcile the parties, and if not successful, may publish in the official organ of the trade a complete statement of the case, with their conclusions, and present the same to the Association at its next meeting.

Mr. Baker explained, that the reason for changing this—and the change that some of you, perhaps, have not noticed—is this: that the present article recites that the Committee of Arbitration shall take cognizance of all complaints made by members; you see it does not allow them to receive charges from those who are not members, as it now reads, "all complaints made by members." They can make complaints against any one.

Upon motion, this resolution was adopted.

2. They also recommend the following as a by-law:

An underseller, in the meaning of this Association, is defined to be a dealer, whether a member of this organization or not, who in practice violates its by-laws and agreements as to the sale of books, this fact having first been proven to the satisfaction of the Arbitration Committee of this Association.

On motion, this was adopted as a by-law.

3. They also recommend the following resolution:

That this Association delegate to the Central Booksellers' Association the duty of presenting and urging the assent of

all publishers to the resolution protecting the trade adopted by this Association.

On motion, this resolution was adopted.

The Importation of English Books.

4. They also recommend for adoption the following:

Whereas, The increasing importation of English books at merely nominal rates is enabling foreigners to supply the American market at prices so low that neither the honest importer nor the American publisher can possibly compete with them, thus injuring the revenue of the United States and increasing the stagnation of this great American industry and rendering the publication of books by American authors unprofitable.

Therefore, Resolved, That a committee of five be appointed by the Chair to suggest measures for the proper improvement of the present revenue laws, and to prepare a memorial to Congress to secure such legislation as may be necessary for the future.

Mr. Randolph here yielded the chair to Mr. Isaac C. Aston, first Vice-President, and taking the floor, said:

I think, gentlemen, if you pass this resolution, you make a mistake. My conviction is, it is not our province to legislate on the evils of questions of this kind. I think the evil spoken of is over-estimated. Some of you are protectionists, and some are free traders. I am a free-trader. But this is not a platform for the discussion of political measures; neither is it a custom-house on the border. And I think it is not becoming in us to come here and legislate upon the branch of the trade into which we have entered. We have urged the representatives of the English houses to join; I think it is taking them at a disadvantage; I think they have a right to be heard; and in the interests of the trade, and in the interests of free discussion, and in the interests of all that is fair and right and honorable in dealing, I put such weight as I have against the introduction of this question into this assembly, against our action at this time. Why, we shall be called upon by and by to legislate upon the introduction of binder's boards and English cloth! No, it is not within our province; and if the American publishers can not, by a wise management of their business—if they can not meet this evil as they propose to meet the other evils of the trade—if I, as a publisher, can not by my sagacity decide what book the American people want, and by my enterprise put that book before the people, then it is time that I went out of the business. [Applause.] I am sick and weary of flaunting this red flag of protection in all places and everywhere.

Now, gentlemen, if you throw this thing into Convention, and we act upon it and pass it, you have put a firebrand here that you can not put out; and instead of trying to do this by legislation under auspices of this kind, I hold we have nothing to do with it. Let every man in his own place, according to his own interest, meet the question and act upon it, and not seek to get out of his individual responsibility by laying it on an organized body. I sincerely hope that in our body there shall not enter the principle of special legislation against this thing. This is the principle we have acted upon before; and when any come with certain grievances against certain publishers, you have decided you can not legislate upon the action of the publisher and compel him to follow his goods into the open market and protect them there. You have asked him if he will not do it—that is perfectly legitimate; but this, in my judgment, has no place here.

Mr. Coates wanted to see whether the resolution is for protection or against fraudulent importation. We do not ask the Convention to protect the publishers. The publishers do not ask the Convention to protect them, but they do ask that the Convention shall throw all the weight it has in favor of the importers who try to do their business honestly, and not those who get their goods at any rates they choose.

Mr. Randolph submitted that it is not within the province of this Convention to decide who are honest and who are dishonest importers. If a vote is taken on that question—perhaps it may be unparliamentary to say so—that question must be put to this house by some one else than your President. [Applause.]

MR. LEE'S EXPLANATION.

On the call of Mr. Martin Taylor, the resolution was again read by Mr. Lee, who said in explanation, it was the farthest idea of any gentleman of the Committee of Thirty that we were going to have political organism or legislation. It is known by ourselves that there is forced into this country a large amount of remainder books that have no sale at home, and trash that booksellers are filling their stores and windows with, books that have no place in your trade. They may be sold in the dollar stores for seventy-five cents, and be out of control of your numbers. Sometimes a 7s. 6d. book is entered in the Custom-house at a sixpence. We can form a national police to follow every article; we have a right to; but who is going to pay our bills? Believing a large amount of the demoralization of the book trade comes from the long discounts that are made by parties selling or disposing of these books, demoralizes the trade so that regular books have no chance or show, it was the purpose of the committee to place the question in the hands of a committee to work during the year and report at some future meeting, or take such action through the PUBLISHERS' WEEKLY as would keep the Association posted in regard to all these matters. A publisher has a right to join this Association; his interests are with the Association. The retail dealer, the jobber, and publisher, are all represented here, and some of the publishers had desired to bring to the consideration of the meeting the fact that books can be made and imported against books that are made in the regular way. Mr. Harper was proposed upon the committee. If we ask for protection, we are forced to use our moral suasion to protect them. I hope that this debate will proceed in a dignified manner, and so that our President, who for the first time has stood in opposition, shall say, "I was wrong; you have done well, boys!" I believe in free trade in books; but we are trying to regulate the prices of American books—it is not importers we are talking about. How shall we recognize foreigners who do not recognize your Association? They look about, but do not join it.

Mr. Sheldon said that Mr. Randolph is one of the bright and shining lights of our reform. [Applause.] Indeed, I may say that if he had not been elected President at Put-in Bay this movement would not have been the grand success it now is. But I think, Mr. Chairman, that the difference between our President and Mr. Lee and myself and many others is more seeming than real. I do not believe any of us propose to enter into the question of high or low tariff—that is one that divides this nation from one end

to the other, and it is one which even a respectable body of booksellers can not settle. I think our President would have understood, if he had been present this morning in the committee, that it is an act of simple justice. Those of us who are making American books have a right to ask that the laws of the government, such as they are, be fairly carried out. The honest American importer has vital interest in it. Where is he when he is obliged to pay duty on what comes from foreign markets, at what they cost, and compete with those who import at any valuation? All we ask of the government is to have the laws plain, and put every one on the same level, and enforce them with equality. If you can not indorse this proposition, I ask how much you can do to build up the American field of letters?

Mr. Lee asked that we hear from Mr. Houghton, who, he understood, has some facts and figures; if they do us no good, they will do us no harm.

MR. HOUGHTON'S SPEECH.

Mr. H. O. Houghton, of Cambridge, Mass., spoke as follows:

MR. PRESIDENT AND GENTLEMEN OF THE CONVENTION: In common with all, I admire the adroitness with which your Chairman, at all times and on all occasions when a ripple of discontent or disorder has arisen, has come in and set every thing to going smoothly. He is like Sheridan as I saw him on one occasion; when every thing looked dark, he came in, and all was placid and calm as a summer morning. That he should now light the torch of discord, I should be unwilling to believe. [Applause.] Far be it from me to introduce any thing here which shall not be for the interest of the American Book Trade Association. If it is not an American book trade association, what is it? and what is for the interests of one of the trade, we have had repeated here over and over again, is for the interests of all the trade. I have conned one article of your constitution, and I heard it first from the lips of the Chairman, that next to the church and school-house was the bookseller's vocation. What is the bookseller? We will have that defined. If the church and school-house and bookstore are the great means of educating the people, a bookseller must have some interest in common with the people. He must be beyond the mere man who passes his book over the counter to the customer and takes his money; he must have some interest in the welfare of the customer, the same as the teacher or the minister, or else he has no stand in that category. We have a notable instance of a man who did a great deal for this country. A hundred years ago, he shouldered his musket and fought the British in the Revolution, that we might have the privilege of making our own goods and buying where we pleased. That man went there serving as a common soldier in the army. He thought it was better to have an American language. That man was Noah Webster, and the tap of his drum from that day to this has been heard around the world. [Great applause.] It was not because he was a mere dictionary-maker, but because he was an American citizen, and that was at the bottom of all that stimulated all his energies. And although I do not wish to go into the question of political economy—we all believe in free trade, even our Chairman believes in free trade, except

in religion, and there he is a protectionist—if his views are carried out, what will become of all the booksellers?

Mr. Randolph: "I am a Calvinist." [Laughter.]

Mr. Houghton continued: If a man owns a thousand cattle, and another man owns a thousand acres of grass, the man that owns the cattle is a free trader; he is bound to have the grass if he has to break the fence down to get it. A few weeks ago we had the spectacle of an English publisher walking up to the prime minister and asking him to protect them against the pirates and vandals of America. It would be as proper to have the contractors of beef on the Western prairies go to the President to protect them against the Indians. The two cases are precisely parallel; here the English are swarming into this country. You find them in every hamlet, selling books at such a rate, importing them at such a price, that a leading paper-maker offered to go into the custom-house and take them at their appraised value, and grind them up and make them into paper stock. Can this Association stand that kind of competition? If it can, may this Association be prospered!

I do not wish to dwell upon these things; I want to show these gentlemen what the effect of the present state of things is. I have studied this matter with a great deal of care, and I am willing to say that if to put us on an equal footing with the English is protection, then I am a protectionist clean through; but if we are going to start in the race, and our American nag is fettered, and has to carry weight besides, and the other is allowed all the legislation and every thing else in the country, then I do not want to be in any such free trade as that. Now somebody has said they can bear any thing except being twitted with facts; facts are doubtful things sometimes; theories are a great deal prettier, because they are easier, and always smooth. You can tell a story where a lover is always breaking his neck but they always come out in the end all right. Now I propose to give you the facts as near as I can get at them.

You may say the United States census is of no account, but it is the only means we have of determining what our products are, and the report of the Revenue Department of the imports and exports. A great many of the imports, no doubt, come without making entries at the Customs Department. Our trade suffers more in various ways than any trade in the country. The making of stereotype plates for books is almost entirely hand labor. I went carefully into this matter, and I found that seven eighths of the cost of producing stereotype plates is manual labor; that the material and machinery amount to about one eighth. We all know our labor is about three times here what it is in England, and when the English base their cost of books, they ignore this \$1000 to the \$10,000, and they reckon the cost of the book at the cost of the paper and the printing. Within a short time an important official of the government told me that the custom now is to invoice a book at 90 per cent off the retail price; and that is free trade! I suppose Brother Randolph would say, you have a right to cheat as much as you please.

This resolution is to have the revenue laws enforced. I would like to know if anybody ever saw the revenue laws enforced. I have

had difficulty in getting officers to work unless they had a large moiety behind. As the book trade does not give that, it is a most difficult thing to get them to do that or any thing. This has nothing to do with the question of protection or free trade. Before the war, when printing and bookselling generally was a pretty mean sort of business in this country, and amounted to very little comparatively, there were 41 stereotyping and electrotyping establishments in the country; since that time, we have been through the greatest civil war ever known. We have had a depreciated currency, and a British author in 1874 would not receive pay for his copyright on his books, because our currency was good for nothing. If we had more of that currency to-day, we should have no need of the Put-in-Bay rule. [Applause and hissing.] I do not mean to say I am in favor of an irredeemable currency, but it illustrates the fact. In 1870, after a decade of unparalleled prosperity in the book business, we had only 36 of these establishments [stereotyping and electrotyping]. The capital invested in 1860 was \$126,500; in 1870 there was \$1,033,200; but you must remember that the dollar was worth more in 1860 than in 1870.

I want to come to another point which also shows more than anything else the growth of our business—that is, a growth backward. In 1870, there was of book printers and publishers in this country, 40; they had a capital invested of \$2,128,993, and had a product of \$3,568,823. In 1873 the invoice of importations to this country were \$2,916,354—within \$600,000 of the whole product of the country; and that had grown from 1860, when it amounted to less than half a million, and up to 1869 did not get beyond a million. In 1869, from Great Britain alone it is \$1,102,000, and from the whole of Europe \$1,165,000; in 1870, \$1,104,000, from Great Britain and from all countries in Europe; in 1871, it had increased to \$1,200,000, and in 1873, from Great Britain alone, to \$1,486,000, and \$2,916,000, as I say, from all sources. Now, gentlemen, I want you to bear in mind one fact; you see that this is not an honorable competition between importers and honorable manufacturers. The honest importers, as far as I can judge, are all with us in this movement. They only ask that we shall have such a rate of duty that they can go and make an honest oath as to the value, and not find some other person who will bring an invoice of precisely the same goods at 25 per cent less. Now, when you take into account that this \$2,916,000 does not include all that vast amount of books which the Post-Office scatters all over this country, and which, my friend of the Tract Society to the contrary notwithstanding, I do not believe pays duty one time in a hundred—does not include that vast quantity of books brought in without paying any duties, and wants to be swelled also by the difference between the undervaluation of these books and their actual and real value—then you will find that the foreign importation into this country already exceeds the domestic products. Now I do not wish to make a tirade against English publishers—

Mr. Randolph asked if he understood Mr. Houghton to say that the amount of the books imported into this country exceeds the entire production of this country.

Mr. Houghton: Yes, sir, it is a logic you can

not get away from. The importation of books from England and Great Britain exceeds the manufacture of books in this country. You can judge, gentlemen, that it is not a competition where there is equal rivalry, and where a man is put on his mettle and merit, but it is a competition of dishonesty and fraud, and there is but one result of it: either that must win and we go out, or we must win and that be suppressed. Now, I have nothing to say against particular firms. I know there are many honorable firms in the importing business, and these men will respect any regulation that will put them on an equal basis. I know there is one firm engaged in the importing business which is a member of your Association; I refer to the firm of Nelson & Sons. I know of no more honorable firm in this country. During the war they invested in us, they believed in us, they stood by us, and they were early members of this Association. But can you tell me of any other English firm that lifts its finger or comes here, except to watch you, and not to join in your deliberations? Do any of them say, "We are interested in the book business of this country"? I trow not; if there be any others, I should be glad to mark them as another notable exception.

Mr. Lee stated that there are other English firms who have depots in this country who propose to join this Association, but are waiting instructions from their principals, some of whom are out of the country.

Mr. Houghton: I am very glad to learn this. I hope they will all join. Now, this question is not a question of free trade; it is a question of fair competition; and it is important that this Association should have men connected with it who will see that the revenue laws as we have them are enforced, who will look at this matter of the Post-Office and see that our libraries and private individuals all over this country are not receiving books at a nominal price at which we are not able to sell them. I suppose you all understand that if you deposit in the city where you reside a book to be delivered across the street, they will charge you extra for the delivery of it; but our government will take a book in England and discharge it at San Francisco, Cal., and not charge any thing extra. I think that is an abuse, and one which should be corrected; and as to people from the Custom-house running down to the Post-Office every day when they get a book to be appraised, they will not do it.

There is another thing I think should have the attention of the Convention in this connection; it is customary for publishers abroad to sell editions of their books to this country, and it is the commonest thing in the world for the same publishers abroad to sell the edition to the Canadian for the same amount. I learn that has been done recently. A thousand copies of an expensive book were sold in this market, and it was immediately proposed to sell a thousand copies in their market. Although we are so near the line that we must speak softly, we all know what a literary people the Canadians are, and what expensive works they buy; that brings me to some more statistics, and the pity is they are true and do not tell the whole story. A large amount of our importation comes through Canada, and why should it come through Canada? The English people want to get a revenue as well as ours, and they make the

Canadian government pay five per cent, and they have to pay 25 per cent additional to get them here, yet a large amount of our books comes through Canada; and the question is, Do they pay the 25 per cent and the five per cent besides? [Voices: "Yes, yes!"] I have no reason, gentlemen, to say they do not, but how they can make money and undersell all the honest importers of this country is beyond my power; and yet I think I have some slight knowledge that I might declare to you on that subject if I chose to. The whole importation in Canada in 1861 was \$3569; in 1872 it was \$79,000—a very large increase in about ten years.

Now, as I said before, it seems to me that this is a legitimate question to come before this Convention. I have the greatest respect for your Chairman, but I understood him to say that he wanted all these matters discussed. Here is a thing, the question of discounts, that affects the local bookseller. If we have any business at all, the Englishmen are not going to employ a local bookseller; they are going to employ an English traveler, as they do at home. There will be no occasion for them to discuss the question of twenty per cent, unless you discuss whether we shall have a business or not. We have found that since the war this thing has grown to gigantic proportions. Only a few years more and we shall have no need of discussions about discount. The only question is now, shall we have fair play with the English; shall we go to our Congress and say, Make us in these respects as good as the Englishmen? We are as good as the Englishmen any way. Just put us on a fair equality with them.

All I wanted to get before this Convention was these facts; and I wish you to ponder on them, and consider them. We have forty millions of people to educate in this country; our free schools are raising up a multitude. Now, for myself, I want my children taught in the principles of the Declaration of Independence. [Applause.] I want them taught the truth as we believe it in this country. I do not want my children to be taught that one man is better than another; that one man was born to serve another; that we are obliged to bow down and worship any man. But what are our Sunday-schools of the day filled with? These namby-pamby English books, which teach children to be respectful to their masters! The Englishman believes that one man was made to serve another. We do not want these English principles inculcated in our schools. Shall we have a home literature? Shall we have the great ideas that we have been living on for the last one hundred years taken away from us?—and we certainly should, if it was not for the newspaper. The newspaper has a protection that we have not got, and it is getting all the literary men, readers and writers, among us, simply because it has the ocean between us and England. Else the London *Times* would come here and claim the country in the same manner that the book men now do.

Now, I want you to look at this thing. We, as publishers and dealers, have some responsibility as to what shall be the character of this generation. What are men who educate their children abroad? What are the men who are imbued with foreign ideas? Let us have home-bred ideas and home-bred literature. Let us call into action all the great men to investigate our original subjects here, and be able to pub-

lish their books. I have the indorsement of the great Agassiz. He said if we had the proper protection to our literature here that this would be the greatest country on the face of the earth for original investigation. [Applause.] Then he opened a book published in England, introduced into our schools to teach our children what butterflies are, and showed me the picture of several of these insects, and never one of them was ever seen this side of the Atlantic Ocean, or ever will be. Now, I will say to you all that there is a good book that says, "These were more honorable than those of Thessalonica; in that they looked into these things to see if they were so." [Applause.] Now, gentlemen, do you look into these things! And, furthermore, the good book says, "He who will not take care of his own household is worse than an infidel." This great country is our household. Let us not be infidels, but let us take care of our household.

A GENERAL DISCUSSION.

Mr. Sheldon said that he suggested in committee that by the decision of Mr. Boutwell all books imported by mail were subject to duty, and the party receiving them was obliged by law to enter them for duty. I said this matter was under correspondence at the present time by myself and others interested with the present Secretary of the Treasury, and he wrote me a few days ago that an arrangement would be entered into by the Post-Office Department, whereby all our grievances would be relieved. Mr. Houghton said they were always going to do something, but they never have and never will.

Mr. H. H. West, of Milwaukee, asked: Does this question vitally interest us all, or does it more directly interest the publishers and importers? I think it is the publisher and importer that are more vitally interested. Whether it will add anything to their business to have them backed up by this Convention, is questionable. I believe that they had better express their grievances in a petition or memorial to Congress, which will have the desired effect, and correct these evils. I hope, for the sake of harmony, that this matter will be referred to them. I believe they have the power and influence to settle it.

Mr. Coates, of Philadelphia, said: In regard to the red flag—we have not a word to say about honest importation of honest books; all we ask is against the dishonest importation of English books. Few gentlemen have an idea of the extent to which this is practiced. If you retailers can stand in the position of publishers, you would have but few English books imported. They ask me in New-York how I should have my invoices made out. I said at the honest price. They said that was not usual. Mr. Randolph has no idea, I am sure, of the frauds that are practiced on the government. I know that Scribner, Armstrong & Co. indorse this resolution; I do not see a word in it that is objectionable. It is not a protection resolution—it is only in favor of honest importation; and I do not see how this Convention can put itself on the record as opposed to honest business—that is just what it is. It is not free trade or protection, it is honesty or dishonesty.

Mr. G. H. Putnam said: This Convention is supposed to be here for the protection of publishers. As a publisher and member of this Convention, I deprecate the turning aside from

the business of this Convention, and I consider this outside of the issues. There may be plenty of cause for complaint; there is ground for any amount of discussion, that would keep us here longer than the gentlemen in Brooklyn. We are asked to put ourselves in charge of the business of protecting the manufacture of stereotype plates, of passing a baby act that superintendents of Sunday-schools do not get any thing English in the Sunday-school. [Laughter and applause.] We are a very wise body, or at least we think so, and it is doubtless true; but I do not believe all the time we can spare from our business this summer will give us time to properly discuss this subject.

Mr. Sheldon deprecated full discussion of protection or free trade, but I am very glad you have had from one gentleman, who is thoroughly posted, the statistics. This resolution is before this Convention, and we can not help ourselves. This Convention is acting in the broad sunlight of open day; there is no escaping the issue. The Convention must put itself in favor of honest, fair, square carrying out the law, or else in favor of the present lax system of carrying out legislation. I do not propose to go into the further discussion of the merits of this question. The question of protection is not before us. We know, as a matter of fact, and no gentleman can gainsay it, that the tariff laws, and especially on books, are entirely beyond the scope and ability of the average collector. They are not enforced, and what we ask is to enforce these laws, or make those you can enforce. I do not say, make them high, or shut out all the English books; but we should put ourselves right on the record. We are entitled to fair and just dealings from the government. [Applause.] We can not draw the line so the public will see it between bookseller and jobber and publisher. To the great mass of people who read these proceedings we are all publishers; we are all booksellers; we ought not to utter any uncertain sound.

Rev. J. M. Arnold, of Detroit, said: The only complaint, as I understand it, is, there is dishonesty in the custom-houses of the country. We have had speeches that were for protection—they have nothing to do with this resolution. As to the book trade of Detroit, which is a port of entry, the law is honestly carried out there. If the assessor does not know the price of books, he learns from the dealers; and if the importer does not give the proper value of the books, the importers are punished, and such cases have recently come to light. It is purely a local question. It is for the Convention to decide upon how the United States officials shall be made to do their duty. It seems to me as though those statistics are marvelous things. They show a great disadvantage to the American producer, and the man who says that the American production of 1863 is only three or five millions, will encounter my skepticism and disbelief. I think there are manufacturers enough in this Convention to say that the American publishers produce as much as five millions a year to-day. [A voice: There are two that represent as much as the importations.]

Mr. Stevens, of Cincinnati, favored the passage of this resolution. I am a retailer of books in the Western States. I do not see that the question of protection or free trade is involved at all. I say if the question of "smuggling books ought to be stopped" were voted upon,

it would receive the assent of every member. I say that every man on this floor who pays a hundred cents on the dollar for his goods will find it for his interest to vote for this resolution. [Applause.]

A SUBSTITUTE.

Mr. Bowen offered a substitute for the resolution before the house, as follows:

Resolved, That a Standing Committee be appointed by this Association, whose duty it shall be to investigate the alleged irregularities in the importation of books, especially in reference to violations of our revenue laws; to take such action in the premises as they may find necessary; and report the result of their labors to this Association, at its next meeting, recommending such action as the facts may demand.

MR. RANDOLPH'S SPEECH.

Mr. Randolph said: I had an old aunt that once said to me, "How is it, my boy, that when you talk you get so angry?" I said, "I do not get angry. I only get excited." Now, my friend who talked to us on this question was an old friend of mine, and he knows perfectly well—we all know—that an honest difference of opinion between intelligent book-sellers is but a means to cement friendship. [Applause.] I differ with him, not upon certain statements of fact—I agree with him as to the abuse in question—but I opposed the introduction of this question here, because I think it is not to our interest, and not our duty, to discuss it here and now, simply upon that ground. I think, as I said before, that it is exceedingly unfortunate for us, as a body of men, to put ourselves upon record as making a statement so wanting in discrimination that it reflects upon some of the brightest and most upright and most honorable men in the trade; [applause] and, free-trader as I am, I oppose it, because it has a reflection upon the revenue officers of the government. I am not a large importer, but I import to an extent that has brought me into communication with the custom officers of the city of New-York, and I bear testimony to the fact that those who have to do with our department are as intelligent and as upright as any men in the community.

And now, as to a single other point. We have heard with pain that we import duplicate sets of stereotype plates and editions of books. That is so. But it is not three months ago that I sold a duplicate set of stereotype plates to an English house. It is a rule that works both ways. It is not three months ago I sold an edition of a book in the English market that I could not sell in our own, the work of an American author. The remark has been made that this organization of ours is a trade-union. We have to meet that, and educate the people into the idea that it is not a trade-union; but if we put ourselves on a platform to legislate in regard to importation and the operations of foreign houses in New-York, then I think the charge might perhaps be raised with some show of reason that we have combined against literature.

Now, in regard to importation through the mail. My friend, I think, must have received his statistics from sources that I do not know of; I only know that I can not do it. Our friend from New-York says that this

resolution has been introduced here, and we must act upon it. Why, gentlemen, this very morning I had an application made to me, in the interest of a most eloquent gentleman, which I would not act upon, for it would be an official act. Every man here who has a particular grievance may come here and present it, and ask us to act upon it; and because he has presented it, and because he asks us to act upon it—I am not speaking personally—he thinks that we ought to do it, because it has been introduced here. I do most earnestly hope we will not pass upon the question, but lay it upon the table, or postpone it indefinitely.

Mr. Sheldon said: This resolution is before the Convention, and it must be acted upon. The case cited of the man who came here with a grievance is not parallel. We simply wish to say that the book trade of the country is entitled to a just and fair execution of the laws. It is impossible for the Convention, after having this resolution come before it, and fairly discussing it, to prevent the Convention from putting itself on the record. Putting it on the table is repudiating it, and we might as well vote upon it first as last, and say we do not believe there is any neglect, and that our customs are collected honestly. All that we ask is equality and justice before the law, and not what the law shall be. We have now got to meet the question. It has come before us in the regular way, and this device to lay it on the table is simply a vote in the negative.

MR. F. W. CHRISTERN.

Mr. F. W. Christern, of New-York, wished to indorse what the President had said upon the New-York custom-house officers. I do not wish to make reflections upon them, but we can call the attention of government to some little mistakes that have happened, the same as we have determined to make a petition to Congress in regard to the restoration of newspaper postage. The principal issue now is not in the interest of any one specially but in the interest of the whole trade—of every one of you, gentlemen. Their attention should be called to this. The attention of the Secretary of the Treasury was called to it, and he told me they could not do anything about it, but would report it to the Postmaster-General. He said afterward he had spoken to him, and he said it was very unpleasant; he could see where the mistake was, but he could not help it. He says, "I have no right to retain the packages; I must deliver them to whoever they are addressed to." And then it was referred back to the Secretary of the Treasury, and he said, "Well, yes; I will think it over, and put some officer there; and every time the steamer arrives, if the packages are so large they seem to be dutiable, have them examined." Not long ago a lady came to my store and asked for about a twenty-dollar book; it was illustrated, and light in weight. She asked me the price. I told her. "Oh!" she said, "I had better order it from Paris by mail; it will cost only 60 or 80 cents postage." That does not reflect upon the custom-house officers; it calls attention to a mistake. Just as in the matter of postage, we take the liberty of calling the attention of the government to this mistake.

Mr. Martin Taylor said: It seemed to him this resolution is very peculiarly drawn if it simply asks government officers to see that the

revenue laws are not violated. It says nothing about the Post-Office. It is difficult for me to see what you want to arrive at. It seems to me the remarks which have been made, many of them, in reference to English literature and English publishers—take them generally, as our friend Mr. Houghton made them—are uncalled for and unwise.

"Question" was called, but the Chair said, "We do not believe in the previous question; that is gospel." [Applause.]

MR. H. O. HOUGHTON.

Mr. Houghton said he started with the statement that the statistics I gave I could not vouch for; they are the statistics from the Census Bureau, and the small amount of product which they give is undoubtedly offset by the small amount of importation, so as a matter of comparison they are undoubtedly fair. I only wished to speak of the matter. The Chairman said that this question is reciprocal; that we sell to England as well as England to us; and I have a word which will illustrate that. You know if a man wants to make a bargain with another man, they have got to be on some sort of equality, or their bargain will not be a fair one. If you sell a man a thousand dollars worth of goods, and you give him a cigar, you may think you are equal with him. He may not think so. Our exports in 1872 were \$710,339, against \$6,280,852 imports. In 1873, exports \$713,980, against imports \$2,916,354. In 1874 the exports had fallen off, being only \$589,928, against imports \$2,663,487. There is free trade for you! We give them the moiety—the value of a cigar that they buy of us against a thousand dollars worth of books on their part. I do not stand here as the slanderer of this government or any of its officers in New-York City, and if our friend Randolph will get up a plea for the New-York customs officers, I would sign it. If we do not pass this resolution, our Convention will act the play of Hamlet with Hamlet left out. We want such laws as can be enforced. It is impossible to enforce the present law. This committee is asked to investigate that. Is there any thing unreasonable in suggesting laws? Any man can oppose them. This is all this resolution asks of you: In the first place, to say if the present laws can not be enforced, to see if some sort of influence can not be brought upon the Congress to make laws which we can all agree upon, and which can be enforced. In regard to the publishers, I hear strong expressions—if the publishers did not come, the dealers would not sell the publishers' books. Can the dealers get along without the publishers? Can the publishers get along without the booksellers? Must we not work together? I say to you, this suggestion has relative importance to your discussion, and is as legitimately here as any question, because it affects the life of the trade; and this great Niagara in its unceasing roar is no more in its majesty and power to the little rain-drop which falls upon your cottage-roof than this is to the other questions before you. [Applause.]

Mr. Randolph said: We have discussed this question in various lights. I wish to say that in the State of New-York, we have four or five respectable English importing houses, and that without their aid and co-operation we can not in the city of New-York, or in Boston or Philadelphia, get a combined movement to put in force

the 20 per cent rule. Now if you pass this resolution, there will be a misapprehension about it; they are sensitive already, and will say they take very little interest in this thing, because you have ruled them out; and if you rule them out to-day by the passage of that resolution, you can not put in force your 20 per cent rule in the city of New-York. [Long-continued applause.]

Mr. Martin Taylor said he arose to speak of this resolution, not noticing that this substitute had been altered. I think the substitute is preferable, but it seems to me the whole thing is out of place. I move that it be laid on the table. Mr. Taylor's motion to lay the resolution on the table was put and carried.

The President: We have had a good time, and every one has had their say, and some of us have been a little hot. Let brotherly love continue. [Long applause.] Mr. Coates desired to disclaim any personal allusion in his remarks on the subject of the resolution.

The President here introduced Mr. W. C. Gould, Passenger Agent of the Erie Railway, who, said he, I think, for the first time in our history, has given us that against which we are fighting—reduced fares. Mr. Gould was received with great applause, and was honored with the thanks of the Convention by a unanimous standing vote.

Mr. R. R. Bowker presented the report of the Committee of Five to re-word the 20 per cent rule; but it being late, after some arrangements had been made as to returning to New-York, the Convention adjourned until four o'clock.

Fifth Session—Thursday Afternoon.

The Convention was called to order by the President, shortly after four, when the Treasurer, Mr. Timothy Nicholson, of Richmond, Ind., submitted his report. The total receipts up to June 23, 1875, were \$884; total expenditures, \$600. Cash on hand, \$284. On motion, the report was accepted.

The Retail Price Rule.

The President then called for the report of the Committee of Five. Mr. Bowker, in again reading the report, said: I should say, the report not having been duly before the house at the previous session, and the committee having been consulted with by several prominent members of the Association, including the president and chairman of the Executive Committee, we have omitted any further definition of the term "large buyers." These gentlemen very strongly insisted that it would lead the large buyers to seek a discount, and many of the small dealers thought it might lead to injuries to them. This omission, it was thought, would take away the only subject on which there would be great diversity in the Convention.

The report consisted of the following declaration:

The American Book Trade Association pledges itself to maintain, and urges upon the entire trade the absolute necessity of maintaining, the publishers' advertised retail prices, in all sales to buyers outside the trade, excepting that a discount not to exceed ten per cent on medical books, and twenty per cent on all other classes of books (including educational), may be allowed to the following classes only: Public libraries (including circulating and Sunday-school libraries); clergymen and professional teachers; professional books to professional buyers; large buyers—said purchasers buying solely for their own use; and in the case of

exceptions made by the Publishers' Board of Trade, for publishers only.

In case the rules of this Association should, under exceptional circumstances, work injustice to any dealer in competition with other parties, said dealer may state his case to the Arbitration Committee, and this committee shall have power to authorize him to take such measures as will meet the emergency, after notice has been given, and the like liberty granted, to other dealers directly concerned.

On motion, the report was accepted.

Mr. Sheldon moved the adoption of the report; which motion was seconded. Some misunderstanding arose from this motion, but the resolution was decided to be before the house for discussion, and the President ruled that Mr. James Campbell, of Boston, had the floor.

MR. CAMPBELL SPEAKS HIS MIND.

Mr. Campbell said that he had waited all day for these resolutions, and he was opposed to nearly the whole matter. He had come there to relieve his mind, as he hoped every body else would. He did not see why there should be necessity for these special arrangements, for on manufactured articles on which the manufacturer can set his price there should be no discount. I do say that any manufacturer of his books, be he who he may, to be sustained as a man, and to see that he does business on a square, honest basis, ought to make his books to-day for a certain price, and sell them for no less to-morrow. Now, you make school-books for schools, and here we are asking this National Convention to go into that peddling sort of thing. I think it is the most contemptible humbug that there ever was in any profession, and it is a dishonest way of doing business. The man that we heard of here to-day—the quack medicine maker—is a much more honorable man in his business than we are; and if his business is bad, he does it on principle. If bookselling is not one of the most honorable of businesses itself, it should be so; and it lies on the same basis, and is governed by the same general laws that all business is governed by. What would you think of a man that had a patent-right on an article and makes it at a certain price, and sends it down to Boston, and there it is undersold, and he will make 20 per cent discount? How is a patent article different in trade from a book that is copyrighted? and if it is a manufactured article, we call it a patent; and that is all the difference there is. And I want to say, and I want attention to it, that no bookseller or publisher is a fair, honest manufacturer of books that makes a price on a book, and makes a discount to any one outside of the trade—I don't care who it is.

Mr. Ennis called the speaker to order, but after some personal discussion, Mr. Campbell continued, saying he was here as a man of business. I am not a missionary to help clergymen or any one else. If you want to favor the clergyman, give him a book; but do not come here and ask to put it in our fundamental law that we shall favor him as a matter of business. I will not; I will violate the rule as sure as I live; I have no respect for persons, and I will not sign it. I know that any thing in this constitution, or any where else, that goes into such detail as that is a subversion of every business principle known to man. I say the book-maker has no business, and should not be allowed, to make any discount outside of the trade, no matter in what quantity they buy.

That is my doctrine. Again, I refuse, sir, to sell books at the prices you make, because three fourths of them have got fancy prices. They should not be sold at the prices you make; make your prices honest and true, and then let us combine to sell them to all men who want to buy. I will sign that and subscribe to it. I do not care about teachers. Why should I? or why should you? Have you got a book you want to introduce into the schools? Pay them then, like men, for introducing it, and do not put it into the fundamental articles of our constitution. Be like the patent-medicine man; give them the pill, if it is bad. I care not what you want to do; if I want to give them one, I will do it. Here is my friend over here who is in the Sunday-school business; he is an honest and upright man; but what sort of tomfoolery is it for the Sunday-school book makers to make books, and then make a discount for the Sunday-school? I came here to say this very thing, and I shall feel better after I do say it. [Applause and laughter, and voices: "Go on, go on."]

Mr. Campbell: I can not go on very well while you are making such a noise! I shall not try to say any thing more during this Convention, after this time. I may not at the next, because at the next I hope to send some one, and not come myself. I came myself to this Convention to say what I wanted to; and I think I have looked it all over, that we are making ourselves very ridiculous to every business man in the land except booksellers. There is no other business managed like it. I wrote off a lot of resolutions this morning, and thought I would present them here, but I think I will not. But I have these things to say, and I am going to say them: First, I am opposed to booksellers making books for a certain price, and then making discounts on them to the consumer. There should be no discount made by the publisher, except to the trade. [Applause.] I am opposed *in toto* to singling out any class of men that we are to make discounts to. Law books are made for lawyers, and why should the manufacturer of law books make a price, and then discount to them? Why do you not put the price down at once, and sell at that? We have to-day two representative manufacturers of law books in the house, and why do not they get up and tell their reasons for making law books and then discounting? I am talking only of the manufacturers. We have here one or two more who make Sunday-school books, and then make discounts of 20 or 25 per cent. Will you rise, gentlemen, and tell us why you do that? We have another class of men who make theological books, and one gentleman who was here a little while ago made a book at five dollars—we knew no one ever attempted to sell it for more than \$3.75. Why didn't he make it at \$3.75 in the first place? I call for those book-makers to get up and tell us on what principle this ought to be done.

Now, I am a bookseller; I want to sell books with my neighbors; I want to make a living; I am not a missionary, and that is what I came here to talk about. Then we make school-books for schools, and we know the trouble that occurs all over the country in regard to that, and we have got a peculiar practice downy East—I do not know but they do it evern where—of making these discounts. Why is it

that these Boston school-book makers make the price right with the schools, and done with it, and then make us some discount? Any other class of men that would do business in that way, you would laugh at them, and say they were either knaves or fools, or both. It is an honorable profession, but we have degraded it; and the statement you made on the platform as to how these discounts came to be brought about is natural, and I know personally that that was the way it came to be done. Now, if you want a minister to herald your books in his church, pay him for it; but do not come into this National Convention and ask us to subscribe to such a thing as a principle. I am opposed to it, Mr. Chairman, and to all the other provisions you have in those resolutions, except where you make a discount to public institutions and public libraries buying for library purposes.

I will tell you where there is a loop-hole there. I am concerned somewhat in selling the higher class of text-books, such as they use at Cambridge and elsewhere. I have made it a business for some time, and we made an arrangement with the professors of some of the schools, so they would come to us. We agreed to make 20 per cent where we sometimes only got 25. And why did we do it? Because we knew that other booksellers in Boston would do the same thing, not because we could afford it, or because we thought it honorable and right. And we went on that way for two or three years, and supplied large quantities of books, and bought them at New-York prices, and did the best we could. What is the result now? Last spring, one of the students at one of these schools came to me and told me to my face they would not buy any books of me that year; he said he had got the books, and was going to sell them. And while the publisher will make discounts to men not in the regular business, but to men in colleges, you may say good-by to whatever you make out of the book trade in this way. Whenever these professors would want books, they would count noses and send to New-York, and distribute them among themselves; and when they want an odd book or so they will come to you to get it. Now, sir, I will put my foot down, and I want my voice to be heard by every man, at any thing that will leave such a loop-hole as this. I have seen the time when there was honor enough, at least in the Eastern part of this country, when such a man would not be countenanced who would do business in that way. He would get the cold shoulder; the place would be too warm for such a publisher of books. A publisher who would sell books for a dollar, and then shove them into the school for 85 cents, should not be upheld. I despise and condemn it. You may think what you please about what I say, but I have talked to a great many men about this, and I have put it squarely before the Convention. No bookseller, no publisher, should make any discount on his own books. After he sets his price on his own property, he should not without disgrace, make any discount to any man outside of the trade, for any quantity. [Applause.] And then he should make—not fabulous prices, as we have now, and that three quarters of all the books manufactured are sold at, and some of the books of certain houses I can name never should be sold at the

prices named. It is dishonest to sell them at that price; I have not the face to do it, and I will lose before I will do it. Make your prices like every other man that manufactures articles—like a good mechanic, as cheap as you can afford to do it and do yourself justice—and then see to it that every man who handles your productions sells them for that price. I can do that, and when you make your prices down where they ought to be, then let us retail dealers combine to sell that at that price.

Mr. Campbell here treated the medical book question specifically and personally, and went on to say: I ask the men in the trade, you booksellers and publishers, that you will take some interest in helping us; then you will see whether we will not stick up to the mark. The idea of paying a heavy rent and keeping a clerk, and making but seven per cent, is a disgrace to any trade, and I can not help myself. Every man of you who publish books stick to the prices, and are very touchy about reducing them, but you want us to reduce the prices. I do not publish very much; I would not fear if I had a dozen different books; I would not be afraid to do as I say. I would say to every man: I want to make you a bill; I will sell you so many books at 40 per cent or one third, but with the special understanding that you will not undersell, or lead any other man to do so, and then we will be right. But we can not be right with all your talk and resolutions; you will not be right until the book manufacturer himself does the right thing, and looks after his own productions, and sees that the man that takes them should not undersell.

That is the right of it, and all there is to it, and I will go for it if there is not another man in the house that will. I will do any thing honorable to make the bookselling trade pay; but there are certain underlying principles that all your talk and quizzing around will not alter; there are certain principles that are beyond your reach, and you can not break them down; and we must do business like everybody else if we would be honorable, and the manufacturer must set his price as low as he can, and then see that every man sells his books at his price. I am willing, Mr. Chairman, to work with you any way based upon truth and right, and I will not do any thing else. The talk this morning in regard to imported books was too wicked for any man to sit patiently and listen to. I did sit, however, but not patiently, because I arose three times, and did not catch your eye, and there was a great amount of nonsense and a great deal that was not true. The parties, of course, that were speaking thought it was true; but it was not true, and ought not to have been brought into the Convention.

During the latter part of this speech there were various calls for order, and the President called Mr. Campbell to order, saying, however, that within a large latitude the Convention would hear him with all patience and with all interest. Mr. Campbell, however, stated that he had finished all he intended to say.

On motion, in the further discussion of this question, speakers were limited to five minutes.

Mr. Ennis made a personal explanation.

ONE STEP AT A TIME.

Mr. Nicholson then said: There is a great deal of truth in what our friend from Boston has

said; but this matter has been thoroughly canvassed by this Convention at its various sessions; it was at the first session at Cincinnati, and also at the one at Put-in Bay. The evils that afflict us to-day are not of one year's growth. There is the hard-pan somewhere, and I think the gentleman from Boston has found it, and we want to get at it as a body. But as these evils have not grown up in one year, neither can we get rid of them in one year. We have made wonderful advance. Every man who has attended these Association meetings must feel this, that however much we have to accomplish, we have accomplished much already; and I believe that we must hold on to what we have and thank God for the present situation, and take courage and go on. [Applause.]

The President said: Gentlemen, I would like to say a word before the motion is put. I am exceedingly sorry that any controversy or misunderstanding has arisen in our discussions this afternoon. When I had the honor to address the trade in Boston, our friend who has spoken to us to-day with so much earnestness, so much distinctness, made substantially the same statement to us that he has to-day. I honored him for the honesty of his convictions, for his intelligence as a bookseller, and I honor him now; and if he has got to that position, as I understand, in which he is able himself at the present time, and in the present condition of affairs, to obtain the retail price on every book he sells, I give him my hearty congratulations. But this is a progressive movement. When I was about twenty-five years of age, gentlemen, I thought I would reform the world. I started out with great hope and expectation, but I found that it was a slow process, and I gave it up as a hopeless job; and so in all our movements of reform, we strike, not at the abuses of an hour, not at the evils of a year, or else by a single act we could obliterate and destroy them utterly. But we are to labor, making every step a progressive step, grappling with the thing as we meet it, and holding on and moving on until we have got into such a condition by a progressive movement, that it can not be crushed. Now, gentlemen, we can not by resolution of this Convention, or by forty resolutions—although I agree entirely with the principle enunciated by the gentleman from Boston, that the retail price of books should be commanded in the sale of them, and that this whole system of discounts is wrong commercially, if not morally [applause]—but we can not by a single resolution of this Convention establish new rules and regulations to govern all the trade—trade that is not represented here; but we are to go at it step by step.

But if you take the history of the trade two years ago, and compare it with the condition of it to-day, there is not a gentleman on the floor but what out of his experience can declare that we are in a better, more wholesome condition, than we have been in fifteen years. Now, gentlemen, let us be satisfied. I think we have accomplished great things. I know that our friend, when he comes to think this matter over, will do as he did in Boston—will come to our side. He has the true idea. Why, gentlemen, I had this kind of an idea, and I dreamed on it as to what kind of a bookseller I would like to be. I would like to have a bookstore with a brown-stone front, situated on the finest avenue, filled with luxurious counters, and with

a sign over the door, "Only the best of editions sold here;" and then I would like to sit in a luxurious arm-chair at a sumptuous desk, and when a man came and looked over my store, he should speak to the clerk and say, "Will you kindly ask Mr. Randolph if he will please to let me have this rare copy of Plutarch?" [Applause and laughter.] That is the kind of a bookstore I would like to have, and the kind of a business a man would like to do, instead of, as now, standing behind my counter, trembling lest a man who asked for a dollar and a half book would not buy it. I should like to be as independent as a physician or a lawyer, and let them come to me with their hat in their hand, and pay the fee for my opinion and my work. [Applause and laughter.]

By request, the resolution was again read, and Mr. H. M. Ingham said: Allow me simply to say that I never hear that word "discount" without having a kind of nausea; I wish we could use the word "reduction" instead of discount, since this is for publication.

THE BOARD OF TRADE EXCEPTION.

Mr. Bowen asked for an explanation of the clause relating to the Publishers' Board of Trade, and Mr. Barnes said: The rule is one made by the Publishers' Board of Trade to publishers, and therefore, should there be any conflict between the rules of the Board of Trade and this Association, the publishers in the Board of Trade must follow the Board of Trade, to whom they first gave their allegiance. As the clause stands, it applies to publishers only.

Mr. Bowker said: The purpose of that was simply this: Certain publishers of school-books owe a paramount allegiance to the Board of Trade. It was found if some such exception was not made, they could not sign this agreement, and we should compel them to be left out of the Association. It was not designed to specify the exceptions that the Board made. This leaves it flexible. It allows publishers to remain in the Association under the rules.

Mr. Draper, of Andover, asked: Supposing this to pass, in what position does it leave the publishers as compared to where they have been before? Have I liberty to sell books on the same terms as I have for the past year? (The President: Certainly.)—Or am I to go home and sell for the retail prices except as stated? We understood we had to wait until a certain house had come in; and now it is understood they have come in.

MR. BOWKER'S EXPLANATION.

Mr. Bowker said, in explanation of the report: I am very glad the gentleman has asked that question, for it brings the reason of the thing before the whole Convention. Please understand that, above all things, this report is a conservative one, and does not promote further legislation, simply because further legislation would be, just now, legislation backward. It re-states the old rule better, and defines it where misunderstandings had crept in that proved seriously hurtful to the Association among its own members. It is no further legislation, but simply definition. That answers one question.

Secondly, under the old system, we had a platform which spoke about a 20 per cent rule. Some houses who had joined the Association went back from Put-in Bay, not knowing

whether they had bound themselves to the 20 per cent rule or not. I can say that one house, of which our Corresponding Secretary is a member, considered that they were bound to this 20 per cent rule, and they held to it. Other houses considered they were not bound, as it was not a part of the Constitution or by-laws, until they had signed the Central Booksellers' agreement. The consequence was that all the steadfast houses were put to a disadvantage, and the difficulty threatened to work great harm in New-York and vicinity. It seemed desirable, therefore, that this Convention should go home with a clear understanding of the matter. The present resolution is drawn so that the Association pledges itself to the maintenance of these principles. You will observe that the point spoken of by the gentleman has been covered by the further clause, added for the very reason that members of this Association, who are leading the book trade, should not go home and put themselves at a disadvantage in comparison with other booksellers. Therefore this clause has been added. The Association pledges itself to this rule. We do not go home with so difficult a task as when we went from Put-in-Bay; at this time, and upon this platform, houses of which we had little hope then have come forward and said that they believe in the principles of the Association, and will take part in it. This simplifies the matter greatly. And now, while the Association makes no further legislation, it takes a step in advance; now that the members of the Association are strong, and have, furthermore, the whole interest of the East with them, they should take their stand upon this platform and abide by these rules. There is abundant opportunity to cover the difficulties that may arise; and if there is only the bravery to hold to this platform a month or two under disadvantages, if that is necessary to get it into operation, it seems that by the next convention we will have taken not only a step, but a stride forward toward the ground we have so long desired to occupy.

These are the purposes of this resolution. It seemed to the committee who have presented this, and who represented all the interests of the trade—publishers, jobbers, retail dealers, from the East and the West—that this is the one thing that the Convention can safely do and ought to do, and if it does not do, will fail in its object of coming together. It is strong yet it permits the opportunity of meeting those who do not yet understand what their duty is to the book trade, permits members of the Association to meet them on their own ground, in a simple and safe way.

Mr. Rogers said he was situated where there are five opposed to him—none of them members of the Association—and asked the effect of the resolution upon him.

Mr. Bowker: That clause means this: If in any town the members of the Association find an emergency arising in which they can not meet those opposing the Association on the ground of the Association, then they go before the Arbitration Committee, under this present law, and say to that committee, "Here an emergency has arisen; the other people will not stick to these sound business principles." Then the Arbitration Committee tells them to go ahead, and sends word to the people about there that the Association members have got to

fight them on their own ground. The idea is that all should have fair play, and that one man should not be allowed the privileges that others can not have. The committee, let me add, thanks Mr. Ingham for the suggestion of taking the obnoxious word discount out of the resolution, and begs leave to insert the word "reduction" in its place.

The President: Go home, gentlemen, and never use the word discount except in your relations with the trade. [Applause.]

The Chair then put the question in relation to the resolutions, and they were adopted unanimously. As adopted, they stand as follows:

The American Book Trade Association pledges itself to maintain, and urges upon the entire trade the absolute necessity of maintaining, the publishers' advertised retail prices, in all sales to buyers outside the trade, excepting that a reduction not to exceed ten per cent on medical books, and twenty per cent on all other classes of books (including educational), may be allowed to the following classes only: Public libraries (including circulating and Sunday-school libraries); clergymen and professional teachers; professional books to professional buyers; large buyers—said purchasers buying solely for their own use; and in the case of exceptions made by the Publishers' Board of Trade, for publishers only.

In case the rules of this Association should, under exceptional circumstances, work injustice to any dealer in competition with other parties, said dealer may state his case to the Arbitration Committee, and this committee shall have power to authorize him to take such measures as will meet the emergency, after notice has been given, and the like liberty granted, to other dealers directly concerned.

The Presentation.

The President then said: This Convention received yesterday the first gift ever known in its history. A member of the Association, a gentleman not able to be present, wishing to recognize his obligation to this Association, sent a present, declaring in his letter that it was to be given to the person to whom it should most appropriately belong; and a committee has been appointed, and they have selected the person and also the gentleman who will present it now. I have the pleasure of introducing Mr. Alfred C. Barnes, of New-York.

Mr. Barnes came forward and said, with impressive solemnity: Gentlemen, as our Convention draws to its close, a solemn duty remains to be performed. The task has been assigned to me, and I approach it with mingled feelings, partly of responsibility and partly of awe. A reward of merit, gentlemen, is a serious thing, whether it be given to the child at school for proficiency—for instance, in the excellent textbooks of my brother Bragg—or whether it be the laurel wreath for the victor of the Olympian Games, or whether it be a prize-cup for the winner of the International Rifle Match; it is a serious thing, because, while one man is to be made unspeakably happy, many, and I fear in this case hundreds, will be consumed with envy. It is, however, somewhat of relief to the pang which might be felt that the recipient is a friend and a brother whose delight it is to share all that he possesses with "the boys." Now you will know without being told that I am talking about that prince of hospitality and good-fellowship, Martin Taylor, Esq., of Buffalo. [Tremendous applause.] Last year we bestowed upon him an honorary degree—B.W. This time we will give him a more substantial proof of our regards.

As our President has told you, a reckless bookseller has made a sudden and inexhaustible fortune, apparently under the operation of the 20 per cent rule [laugh-

ter]; or, rather, under the operation of the Put-in Bay rule, in a paroxysm of gratitude, being unable to attend himself, has sent, regardless of expense, a munificent gift; sent it here by private messenger. I present this gift to the happy recipient. [Mr. Barnes here brought forward the set of Crandall's menagerie amidst loud applause.] It is handsome! it is costly! but, most inappropriately for my strain of eulogy, it is the forbidden thing!—upon which President Randolph, last year, pronounced an anathema at Put-in Bay. The moral depravity of this act I do not know that I can exaggerate; to throw such a thing into the midst of this Convention of good little booksellers who are trying to do right, for the purpose of leading them into temptation, was very inconsiderate on the part of our friend in the smoky city. But it may be, however, that the airy postures which these manikins assume are calculated to represent the ecstatic joy with which the giver regards this reform [laughter], and consequently represents him more accurately as he would appear if he were here to-day. [Laughter.] And in this view of the case I think we can afford to extend to him a full pardon. The conditions upon which this gift was to be presented, I believe, were, Mr. President, that it should be awarded to the man who had the most children under ten years of age; for some inscrutable reason, the chairman of the Executive Committee, who acts the part of Paris in regard to this apple of discord, has decided to award it to the man who has the youngest baby on the ground, on the principle that it is committing the rising generation, as it were, to a sort of baptism of reform. [Laughter.] I hope you will continue to look at it, gentlemen; it will not remain within your lingering gaze much longer; it will soon be removed by the happy owner. If you will indorse this disposition, so that there shall be no flaw in the title, I shall be happy to perform the remaining duties devolving upon me, by passing it over to our eminent, accomplished, and beloved brother. Take it, Mr. Taylor; take it and be happy.

Mr. Taylor, B.W., took it, and after eyeing it with bewilderment for some minutes, and calming himself by walking about the stage, mildly observed, "What is it?"

Mr. Barnes: I do not come here to answer conundrums. But do not fail to inculcate on the young Taylors, by the present of this awful example, the pure way of the bookseller. Mr. Taylor evidently appreciates the gift. I think he will derive immense satisfaction in the contemplation of it; and my final words to you, sir, are: So may your tribe continue to increase, like those of Abou Ben-Adhem, and may every one of them be just as good booksellers and just as jolly fellows as you are yourself. [Tremendous applause.]

Mr. Taylor, B.W., repeated his question: "Mr. President, what is it?"

The President: "That, sir, is an emblem of the booksellers before the Put-in Bay Convention."

Mr. Taylor, B.W., turning to the President, said in response:

MR. TAYLOR'S REPLY.

I was very much taken by your remarks in your eloquent speech at Put-in Bay. You spoke at that time of those things you saw ex-

posed in our Buffalo windows for sale. You called them Crandall's Acrobats. Mr. President, I am very happy to see that the members of the trade are proposing to unload the stock they have on hand. [Laughter.] It shows, sir, that this movement is a movement of progress; that we are progressing in the direction to which you pointed us at that time. I forgot to say to you, sir, when I got up that I was very much embarrassed; I believe that is customary; I am, but, sir, in view of the fact that I am justly and fairly entitled to this magnificent gift, and in view of the fact that a committee has decided, that this Convention has decided, that I am entitled on the grounds on which it was presented to receive this gift, I am very happy, sir, to receive it. I will accept it, sir, not on account of its intrinsic value, but that I may present it to my babies to play with. They never have had a set, and on that ground, and without taking any more of your time, I accept this gift. As has been remarked before, I can not reply to Mr. Barnes with anything like the eloquence with which he addresses us; I can only modestly accept the gift and thank the gentleman who sent it here, and thank the gentlemen of this Convention for the magnificent vote which they gave in awarding it to me. But, gentlemen, as you have called me out and passed this box to me, I should like to ask Mr. Barnes if he will do me the kindness to persuade some gentleman of African descent to remove it to my apartments at our magnificent hotel.

Now, Mr. President and gentlemen of the Convention, continued Mr. Taylor, allow me to say a few words, and down I shall go for earnest. When your committee decided to have the Convention in this beautiful place I was sincerely gratified. I did what I could to persuade the committee to come here to Niagara. The impression had gone over the country that this place was unfit for such a meeting, on account of the impositions practiced here. I leave it to any man in this Convention to say whether that impression has not been removed. [Applause.] I hope that you not only feel it, but that you will disseminate it. To do this is only the barest justice to the proprietors of the International Hotel, who have done so much for our comfort, and also to the proprietors of the Prospect Park, who have kindly given the use of the building in which we are holding this session. We can give but a faint idea of the many favors which we have received from Mr. Townsend. He has given us, through our entire visit, admittance to and the use of his grounds for a merely nominal sum. Yet Prospect Park is the very place that the press of the country and the visitors to Niagara declared to be "fenced in," and to be an imposition on the traveling public. The best answer to this slander is the courteous treatment, the kind services, that you have received while here, and which are accorded to all travelers alike. Let it go abroad that you may be better treated and better cared for at Niagara than at any other place in the country. Only in this way can we make any return to the people of Niagara who have done so much to render us happy during our stay here.

The Book Fair.

Mr. Sheldon said: There is one thing that has not received the attention it ought to. This reform movement is a many-sided monster in

the inception of this reform movement, before the Convention of Put-in Bay, we were told the important thing was to do away with the old trade sales. We were told that was the fountain-head of all the evil, and was the means of breaking down prices; you will remember the earnestness with which this thing was brought forward. I regret that the chairman of that committee, Mr. W. H. Appleton, the head of the house of Appleton & Co., is not here. The committee has had several long consultations, and it was no light matter to make the changes in the trade sales; but they have succeeded in drawing into the Book Fair every school-book publisher. It is done for your good; they have no special interest in it. I want you to understand that this committee have not reached a great reform; but after the start, after the labor which your committee has put into it, after the co-operation of the school-book houses, who said they had no interest in it—after all that, I think the least you can do is, every man of you, to go there and look into the matter and see if it is not a means by which you can see if the publishers are not prepared to meet you on that basis. Business is dull; every man says, I don't want any more stock. I do not want you to buy largely, but it is a new system. Let every one of you lend your encouragement by your presence, and if it is not the thing, we will modify it; and if we can not modify it, we will abolish it, and go back to the old trade sales. I regret to see that done until we give this system a full and complete and thorough trial.

The "Weekly" and Mr. Leypoldt.

The President spoke of the work of the PUBLISHERS' WEEKLY, to which Mr. Bowker responded by referring to Mr. Leypoldt, and speaking of the several trade enterprises projected by the WEEKLY. He desired to disclaim much of the credit which had been awarded to him by the President, because it would be unfair should the credit not be placed where it chiefly belongs—on the shoulders of Mr. Leypoldt. There came into the office of the PUBLISHERS' WEEKLY the other day, sent by a friend who had found it among his papers, a little circular issued by Mr. Leypoldt, in Philadelphia, a dozen years ago. This was almost the origin of the present movement and of the great gatherings of this national association. Since that day it has been his chief desire to bring the book trade up to the ideal which he had always held of it. Mr. Bowker said he could not permit this opportunity to pass without asking the Convention to give Mr. Leypoldt the great credit that belongs to him from the very beginning of this movement, a dozen years ago, right straight through the solid hard work of it, until to-day, a work which he knew we all hope will be continued for many years to come.

Votes of Thanks.

Votes of thanks then became the order of the hour. The President spoke heartily in praise of Mr. John Elderkin, former editor of the *American Bookseller's Guide*, and on motion of Mr. Bowker, the thanks of the Convention were offered to Mr. Chapman, the present editor, and the American News Co., the publishers of the *Bookseller's Guide*, for the history of the reform they had placed at the disposal of the Convention. On motion of Mr. Sheldon, the following resolution was passed:

Resolved, That the Committee on Assemblies be requested to tender to Messrs. Gale & Fuller, the proprietors of the International Hotel, the thanks of the Convention for the courteous and generous manner in which the delegates have been entertained, and the liberal deductions made from the regular terms. And also be it resolved, that a vote of thanks be returned to Mr. W. C. Gould, of the Erie Railway, Mr. McChan, of the Canada Southern Railway, to Messrs. Neilson & Townsend, of the Prospect Park, and to Mr. B. Rhodes, Superintendent of the New Suspension Bridge; also to the proprietors of the Prospect Park for the free use of this commodious pavilion for the sessions of the Convention, to the railway companies who have transported delegates at reduced fare, to the hospitable proprietors of the hotels generally, and of the various places of interest at Niagara, and to all who have contributed to the comfort and pleasure of those in attendance.

Thanks were also extended to Dr. Southworth, the manager, and Mr. Fitch, the editor, of the *Niagara Falls Register*, for the excellent reports they have given of the Convention; also to Mr. A. G. Stevens, reporter for the *Buffalo Courier*, and the proprietors of that paper. It was suggested that members take home copies of these papers and try to induce the local press to copy such parts as would disseminate the principles of the movement. Mr. Chapman rose to say, on behalf of the American News Co., that we offer the columns of *The Guide*, which has always favored the true interests of reform in the book trade, to this Association, or to any of its committees, for the publication of any reports or any communications of the trade which you or your committees may wish to make, without any charges whatever. The President thanked the gentleman for this offer. The President also paid a tribute to Rev. J. W. Gunn, of Columbus, Ohio, as one of the prime movers in the reform, and further remarks complimentary to that gentleman were made by Mr. George E. Stevens, of Cincinnati, who said: We certainly owe formal recognition to Mr. Gunn, who, in the midst of heavy business cares and poor health, did a large amount of gratuitous service which hitherto has had, I believe, no recognition whatever.

Putting the Rules in Force.

Mr. J. S. Cushing, of Baltimore, said: Before we leave, I want to say that for a year the American Book Trade Association has been hanging between two edges on this question of reform. I want to offer a resolution to this Convention, that the Executive Committee be directed to put in the by-laws of this Association the report made by the Special Committee on the twenty per cent reduction rule, and that the same shall be binding on this Association from the first day of August next. We have never known before who were bound and who were not; some members of the Association held themselves bound and some did not, and now we want a definite time when this discount rule shall go into operation; and I move you that it go into operation on the first day of August next. The motion was put and carried unanimously.

Mr. A. F. Graves, of Boston, said: I believe that last season when you came to Boston, the booksellers of Boston signed an agreement to this rule which has been adopted by this Association.

ciation, but were to be notified when they should go into effect; I move you that the Secretary notify those booksellers of Boston and other places of the fact that this goes into effect on the first day of August. The motion was carried unanimously.

The President here began to deliver his closing address, but as it was interfered with by other business, we give it in its proper place at the close.

Officers.

The Committee on Nominations reported the following names:

For President—A. D. F. Randolph, of New-York.

First Vice-President—Martin Taylor, of Buffalo, N. Y.

Second Vice-President—Wesley Jones, of Burlington, Iowa.

Third Vice-President—J. B. Piet, of Baltimore, Md.

Treasurer—Timothy Nicholson, of Richmond, Ind.

Recording Secretary—J. S. Baker, of New-York.

Corresponding Secretary—Joseph Knight, of Troy, N. Y.

EXECUTIVE COMMITTEE.

William Lee, Boston.

A. C. Barnes, New-York.

J. A. Harper, New-York.

J. B. Lippincott, Philadelphia.

E. L. Jansen, Chicago, Ill.

C. S. Bragg, Cincinnati, Ohio.

W. D. Baker, St. Louis, Mo.

Isaac C. Aston, Columbus, Ohio.

H. H. West, Milwaukee, Wis.

A. F. Payne, Dayton, Ohio.

COMMITTEE ON ASSEMBLIES.

R. R. Bowker, New-York.

B. H. Ticknor, Boston.

C. A. Clapp, New-York.

G. E. Stevens, Cincinnati, Ohio.

B. B. Crew, Atlanta, Ga.

COMMITTEE ON ARBITRATION.

Isaac E. Sheldon, New-York.

Walter S. Appleton, New-York.

Hiram Hadley, Chicago, Ill.

J. M. Cushing, Jr., Baltimore, Md.

J. R. Osgood, Boston.

COMMITTEE ON FINANCE.

S. T. Bowen, Indianapolis, Ind.

W. H. Watson, Aurora, Ill.

R. D. Barney, Cincinnati, Ohio.

George Remsen, Philadelphia.

Charles Humphrey, Adrian, Mich.

Mr. Lee explained that it was found necessary to name a working proportion of the Executive Committee in one part of the country, as it was found otherwise business was much embarrassed. The report was accepted, and on motion the Secretary was unanimously empowered to cast one ballot for the Association, and the candidates named were so elected. The name of the President was received with tremendous applause. Messrs. Lee and Sheldon suggested that the immense amount of labor

that would devolve upon the Executive and Arbitration Committees next year would demand the services of a paid clerk, and on motion the Executive Committee was authorized to employ a suitable person at a suitable price, and the Treasurer was directed to pay the same.

The Convention was asked by the proprietors of Prospect Park to name the cave recently discovered under the Fall, and the name of "The Shadow of the Rock" was given to it, the suggestion coming from the title of one of the popular poetical compilations of the President.

On motion of Mr. Lee, it was voted unanimously to amend the constitution so that the President of the Association shall be an *ex-officio* member of each of the committees—in order that we may have his assistance in an official manner.

On motion, the Executive Committee was directed to print in the manual of the Association the report of the Committee on the 20 per cent rule, and to announce that it would take effect on the first of August next.

On motion of Mr. Lee, the thanks of the Association were presented to the PUBLISHERS' WEEKLY, for the work that has been done before and during the Convention, and it was requested to publish as full and complete a report as possible of the proceedings of the Convention.

The President said: We have a number of letters which I had hoped to read, but have not found time or opportunity to do so. I suggest that they be passed over to the PUBLISHERS' WEEKLY and incorporated into the official report of the Convention. [These are given below.—Ed.]

On motion, the Association adjourned, to meet at the call of the Committee on Assemblies, on the second Tuesday of July, 1876.

Farewell Address.

The President spoke in farewell as follows:

I do not propose to detain you any great length of time beyond thanking you for the consideration and honor which you have conferred upon me. Perhaps in the ambitions of life, there might have been chosen by me something that might be more remunerative, but certainly with my notions of what it is to be a dealer in books, I could ask for myself in my best moments no higher honors than this, no higher pursuit than to lift this great cause which lies so near my heart into a higher and more honorable plane. Gentlemen, I want to congratulate you, as I had the honor to congratulate you at the close of the Convention at Put-in-Bay, for the wonderful unanimity which has characterized all our deliberations; for your willingness to sink differences of opinion; to judge this question, not by an examination in narrow limits, but by the compass of its full proportions; and, gentlemen, let me say that the spirit which has been manifested here has a far deeper reach than the simple actions of this Convention. For, whatever we do in the way of conciliation, in the way of settling vexed questions, in the overcoming of disagreement, is a process of education in its highest phase. And now, gentlemen, you know and I know that it is a very easy thing, it is a very pleasant thing, to come together in conventions, to meet each other and take each other by the hand, to discuss questions in committees and on the

floor of the Convention. It is an easy and simple matter to pass resolutions, but they will be of little avail unless we make up our minds, as has been intimated by the Chairman of the Nominating Committee, that there is work to be done, and plenty of it; and if you want to make this movement a success, it is necessary for you to go back home, and by means of local organization, by means of conferences and agreements with each other as dealers in towns and cities, not only to stand by each other, but to make everywhere and always, in the shop and in the street, what my friend Sheldon, of New-York, has so wisely called a sentiment in this direction. [Applause.]

Gentlemen, I beseech you not to be suspicious of each other; not to be too swift to lend an ear to complaints and questionings and suggestions, but to trace them to their source, if they can be traced—to follow up every rumor—and you will find, as has often been found, that one half of these charges, one half of these rumors against a good name and against a reputation otherwise high, against whomever they are brought, amount to nothing. I beseech you, gentlemen, let us have faith in this movement; let us have faith in each other! And do not seek in remedying the evils you find in your business, and the evils which you find in the business at large—do not seek to lay them at the door of the publisher and of the jobber until you have seen how far the evils are with yourselves! [Applause.]

Now, gentlemen, I do not know that it has been said here, but it will be said that this movement of the book trade of the United States will fail. I ask you gentlemen here if it shall fail? [Voices: No, no, no.] Do you propose to let go all that has been won? Do you propose to surrender the field at this hour? I think not, if I know you, and I think I know you. [Applause.] But you will hear, perhaps, this or that one say, I shall quit the organization. That, gentlemen, is a very narrow view of the whole question. You remember on that occasion when St. Paul took ship and was overtaken by a great storm, and peril and confusion came upon the crew, and the captain with them came to him begging and beseeching that they might leave the ship that they might be saved—that the great Apostle said to him, "Except ye abide in the ship, ye can not be saved." [Applause.] They did abide in the ship, and they were saved. [Applause.]

Gentlemen, I count it as a happy fact that when my memory goes back a good many years ago, amid the names of those who stood prominent in the forefront of the trade, and I find those signers, those apostles of the business, passing away, that their places are taken by their sons, and so, gentlemen, the work goes on. Some of us who are here to-day will have to surrender our places to our children or our friends. But while we live let us from this hour, each one of us for himself, determine that so long as he shall live, he shall not only seek to make the world better for his having lived in it, but shall do all in his power to bring back and bring up this grand work of ours. [Applause.] Now, gentlemen, in a few days, perhaps in a few hours, some of us will go back again to our homes and to our calling. For all I pray that you may go blessed abundantly, with the gifts that come from above. [Long applause.]

Letters to the Convention.

GEN. MCCLURG, OF CHICAGO.

CHICAGO, July 12, 1875.

MR. WM. LEE, *Chm. Ex. Com. A. B. T. A.* :

MY DEAR SIR: At the last moment I am laid up with a sudden attack of sickness, and am prevented from fulfilling my intention to be present at the Convention.

I regret this exceedingly, as I am more and more convinced that the general object the Convention has in view is all-important to the book trade.

The experiment of the past year shows one thing, namely, that the reform proposed is possible. But it shows also that it is of vital importance to at least the larger houses now in the experiment, that either the 20 per cent rule be at this meeting made *general*, or that it be *abandoned*. It ought to be made general, and I believe it can be; but to do it will require strong measures in regard to those houses which disregard the rule.

Those booksellers and publishers in the Association should be pledged to neither buy of nor sell to the recusant houses. The booksellers can not, of course, enforce this rule, but the publishers can. If they are willing to do this, and do it vigorously, their success is possible; otherwise, by all means let the rule be abandoned. As it is now, it is a galling fetter to the business of the larger houses, as they are constantly losing business which goes to houses not bound by the rule.

We have lost many library orders lately, sometimes by reason of bids from an Eastern house which until very lately we had supposed loyal to the rule.

The matter of the guaranteed sales of school-books at a discount to the scholars of certain large cities, or the sales of school-books to Boards of Education at wholesale discounts, should also be prevented by the consent of the publishers, if possible. This may seem a small and local evil at present, but it is sure to spread rapidly, just so sure as it is inaugurated. In any controversy we may have had with Messrs. A. S. Barnes & Co. on this subject, we have been governed by our general interest in the success of the reform, and not by any enmity against them.

I have written hastily, but strongly, because I feel the importance of this meeting, and am convinced that either more or less should be done. With the cordial and willing help of the publishers, success is within reach, but not without.

Yours very truly,
A. C. MCCLURG.

J. A. ENGLISH, OF PHILADELPHIA.

PHILADELPHIA, July 9, 1875.

MR. A. D. F. RANDOLPH, *President, etc.* :

DEAR SIR: Being prevented from attending the Convention at Niagara next week, as I have been fully expecting to do, I desire to send through you some expression of views which seem to me important to be considered and *determined*, if the proposed reforms are to be consummated.

If, in *retailing*, exceptions of any class are to be made, *ministers and theological students*, it seems to me, must be one of the classes, for with whatever of justice the custom may claim, it has been so long established, is so universal, and by many thought to be, for various good reasons, right, that to exclude them from the favored ones would not meet with favor, or be adhered to if attempted. Taken as a *class*, they are, too, the largest buyers, and influence to a great extent, at least in many places, the sale of books to others, and with a few exceptions they are the poorest paid of any of the professions. I know it is said, Let them be better paid, and be independent of favors; but while that is all well enough and ought to be, we must accept the case *as it is*, and not as it ought to be.

One thing, it appears to me, has been demonstrated by the attempts made in some localities to carry out the 20 per cent rule—that it is not adapted to *all cases*. It does not seem fair or reasonable to allow a discount of 20 per cent on small bills, on *single books* even, and only the same on bills of hundreds or thousands of dollars. I know the rule reads a *maximum* of 20 per cent, and some will say, deduct 10 or 15 per cent on the small purchases and give the maximum only on the larger bills; but is that *practicable*? Would not the largest discount be expected and allowed in most cases, on account of competition, under a rule so clearly granting it? And here it may not be out of place to give a chapter of personal experience. Our firm formerly had no fixed rule, and sold, when they foolishly thought it necessary, at the ruinously large discounts which still prevail with some, with of course the usual measure of success, confusion, and dissatisfaction. Some two years or more ago, before the reform movement had a beginning, we resolved on a change of policy and uniform rates. The discount of 20 per cent, which we had given to ministers for years, we continued on all amounts under \$100; and on bills of \$100 *net*, and upward, we deducted 5 per cent additional. This we have continued since, and with good results, although we occasionally lose a sale, because parties are offered better terms elsewhere. I believe, from our experience, that this would be a good modification of the 20 per

cent rule, and unless something of this kind is adopted, or it be understood that some exceptions to the rule (to not more than this extent) be allowed, I fear there will not be a general and hearty acceptance of it, nor a faithful adherence to it.

I have a general distrust of all trade-unions and combinations, and it is difficult for me to assent to this, and unless there is a general spirit of liberality and fair-dealing, I have little hope of its permanence or usefulness. Many things are done by trade-unions that will not bear the light of honest scrutiny; they are often guilty of oppression and improper interference with individual rights. If the American Book Trade Union is finally consummated, I trust it will be an exception to the rule—an honorable, beneficial, and permanent organization; a power for good to all interested—publishers, booksellers, and book-buyers.

Yours very truly,
J. A. ENGLISH,
(Of Smith, English & Co.)

E. H. CUSHING, OF HOUSTON, TEXAS.

HOUSTON, TEXAS, July 5, 1875.

MY DEAR MR. BARNES:

I exceedingly regret that I can not be with you at Niagara. It is not convenient for me to make two trips this summer. The uncertainties of the fall regarding the crop prospects and health prospects render it impossible for me to make my business trip before September. But I desire you to put my name to anything and every thing that looks to union and agreement, both in the general department of book-selling, and in the specialty of law and medicine as well. I regard the movement inaugurated last year as being absolutely necessary to the growth, not to say saving of the life, of our trade. We must unite, offensively and defensively, against all undercutting, whether of publishers, auctioneers, or slop-shops. As to publishers, if there are any who will not agree, let them have the exclusive sale of their own books. The world is wide; life is short, but art is long, and will outreach in the end both whims and individual short sight.

The present condition of trade is eminently a safe condition. To be sure, universal dullness prevails, and will prevail for the next twelve or twenty months. This condition is due, not to want of confidence, for that was never better; nor to want of money, for that was never more plenty; but to the universal disposition of the people not to buy any thing they can do without. I regard this as in all probability directly traceable to Grange influence. Consider for a moment that one half the population of the country is under the immediate influence of Grange instruction, Grange supervision—all of which tends first and foremost to economy—and that the secondary influences embrace almost four fifths of the remainder, and you will, I think, find ample cause for the present want of life, and for anticipating its continuance at least until the freshness of the thing wears off.

Of course, in this condition we have too much production, too many paper-mills, too many book-machines, too many middlemen, too much capital in manufactures, in merchandise, and in bonds, and too little in farms. This, too, will correct itself—is already doing so. But it will take time.

Meantime the book trade must take a wise view of the situation, and, while contraction is universally the order of the day, not only see to a proportionate contraction of the volume of their business, but that their profits are adapted to a smaller business. This must be done by maintaining prices inflexibly.

As to the means of doing this, I have no suggestions to make. The post-office department puts all on a level as to accessibility to customers. A movement to shorten discounts will work very much against those of us who are so far from market that the freight becomes a considerable item in transactions. We are now compelled to carry our stocks largely in the hands of publishers, ordering single books to be mailed to our customers, and in this way selling more from their shelves than our own. If discounts are shortened, this practice will necessarily grow.

I do not know any system can be adopted whereby the New-York manufacturers can sell us of Texas, and our friends of San Francisco, at better rates than they do to Baltimore or Cleveland. Unless this can be done, of course we are not on an equality, and, if it can be done, we certainly are not. It is one of the disadvantages of distance of which we have no right to complain, so long as we are willing to do business so far away. My impression is that the present discounts should be continued, with a rigid ruling of full price at retail, and of discounts not to exceed 30 per cent to retail purchasers of over \$100, and 30 per cent to the retail trade, by jobbers, both in New-York and all other cities.

A word as to school-books for introduction. The discounts allowed to schools and school-boards are founded in a false method of business—not principle, but want of principle—and should be discontinued utterly. These discounts are the prolific source of most of the troubles in the school-book business. They lead to a demand for consideration and yielding in prices on the part of consumers, which it is almost impossible to overcome. To discontinue it, as well as to discontinue the exchanging of new books for old, would work

no hardship to any, if all agree. And that all should agree, I have no doubt. Please to consider it.

I have written a longer letter, I fear, than you will read. But it embraces the most of what I should like to say to you, if I could be at the Convention. It is not necessarily for public use, unless, in your judgment, some advantage may come from its being so used, on which judgment I confidently rely.

I am, very truly yours, E. H. CUSHING.

A. SETLIFF, OF NASHVILLE, TENN.

NASHVILLE, TENN., July 12, 1875.

MR. WILLIAM LEE, Chairman Executive Committee, A. B. T. A.:

MY DEAR SIR: I regret my inability to be present at this Convention, although it was my intention until yesterday to participate with you this centennial year in the book-reform millennium. May the reform be wholly accomplished, and the principles and rulings established on a sound and permanent basis! I trust the wisdom of the Convention will be directed toward benefiting all branches of the trade, and that no policy may be pursued that will prove detrimental to the interests of any parts of its organization.

Inasmuch as the reform movement, from its inception to the Put-in Bay Convention, was inaugurated and supported by the retail and small jobbing houses in the West, it is but fair that the Convention should consider well their application for relief (presuming they have been the chief sufferers from the underselling policy), and that their interests should be well guarded, as it is evident that the controlling influence of the future will lapse (naturally) in the hands of publishers.

It will be readily seen that any action taken by publishers to restrict or scale discounts and prices will essentially cripple their business, and result to their disadvantage.

You will infer from this that I am wholly opposed to any policy or movement that will change the method, discounts, or relation existing between publisher and dealer. If I understand the object sought for in the reform movement, it was that the retailer might obtain better profits; that he might demand full retail prices without meeting unfair competition from the very party that sells him the goods, and I do not understand that there was any dissatisfaction, as regards wholesale prices, in any direction.

In its eagerness to effect reform from underselling, it was proposed at the first Cincinnati Convention that prices be lowered, and a scale of discounts adopted. This was a mistaken idea, which, if adopted, would have worked great injury to all branches of the trade (save, perhaps, to a few jobbing houses in the trade centre).

I therefore trust that no change, affecting any save the consumer, may be made. My idea of reform is to maintain full retail prices, get better discounts, and more of them—i.e., to buy as cheap and sell for as much as you can.

May this be the spirit animating the Convention, as it does

Yours truly, A. SETLIFF.

HOWARD CHALLEN, OF PHILADELPHIA.

PHILADELPHIA, July 12, 1875.

TO THE PRESIDENT OF THE AMERICAN BOOK TRADE ASSOCIATION, Niagara Falls, N. Y.:

As an earnest advocate of a radical reform in the book trade, and believing that the views I advocated in my Uniform Trade-List Circular in 1869, in my speeches at Cincinnati and at Put-in Bay, must eventually, and I hope at your present Convention, be adopted, I regret I can not be present to witness the consummation so devoutly wished by all honorable and right-minded men, who, when charging their customers outside the trade the full retail price, do not wish to be classed as swindlers, because, forsooth, some other honorable house would have sold the same book at 20 per cent less.

I opposed almost alone this twenty per cent nonsense, and was signally defeated at Put-in Bay. I have been glad to see that so influential a firm as J. B. Lippincott & Co. have adopted the views there presented by me, and insist, if there is to be a reform, it must be a radical reform; the retail price to be the retail price every where, except to those who buy to sell again; otherwise abandon retail prices altogether. Never advertise what the retail price is. Issue the book—so many pages, paper covers so much, cloth so much more, etc., etc. Pay the net price—sell at what you please. This, of course, would break up the book business; but it would be better far for morality and religion that it should be broken up than all our religious publishing houses, all our honorable book-publishing concerns should be lying every hour in the day, by virtually saying, "I advertised the retail price of this book at \$1.50, but will sell at \$1.20, even if I swindle the bookseller, who calculated to sell to you and a dozen others, and charged him \$1.12 or \$1.05 for a dozen or twenty-five copies." My motto is, the retail price must be maintained to all out of the trade, to protect our customers, and be honorable ourselves.

Respectfully,

HOWARD CHALLEN.

Roll of the Niagara Convention.

[THOSE actually present at Niagara are given first, without stars; the names starred are of dealers or houses to whom certificates were issued as intending to be present, but who did not reach Niagara. The list includes all those who entered their names on the Register as requested, and others known to have been present, but may still be imperfect, as many did not heed the request to register. Some few of the certificates were issued later, at the Book Fair.—ED.]

NEW-YORK CITY.

D. Appleton & Co.,
W. S. Appleton,
W. M. Soper.
Baker, Pratt & Co.,
James S. Baker.
A. S. Barnes & Co.,
A. C. Barnes.
F. W. Christern.
E. P. Dutton & Co.,
C. A. Clapp.
Dodd & Mead,
F. H. Dodd.
Scribner, Armstrong & Co.,
John H. Dingman.
George A. Leavitt & Co.,
George A. Leavitt.
Nelson & Phillips,
John M. Phillips.
G. P. Putnam's Sons,
G. H. Putnam.
C. D. Pratt.
A. D. F. Randolph & Co.,
A. D. F. Randolph,
James F. Smith.
George Routledge & Sons,
Henry M. Reed.
Robert Rutter.
American Tract Society,
H. E. Simmons.
Sheldon & Co.,
I. E. Sheldon.
Dick & Fitzgerald,
A. T. Smith.
Boericke & Tafel,
A. J. Tafel.
R. Worthington & Co.,
R. Worthington.
John Wiley & Sons,
Charles Wiley,
W. H. Wiley.
Catholic Publishing Society,
Lawrence Kehoe.
Pott, Young & Co.,
James Pott,
J. A. McQuillan.
Harper & Brothers,
T. J. Conway.
American News Co.,
O. M. Dunham,
Patrick Farrelly.
Colton, Zahn & Roberts,
W. A. Houghton.
American Lead-Pencil Co.,
T. E. Smith.

Adams, Victor & Co.,
O. J. Victor.
John Elderkin.
R. R. Bowker, *Publishers' Weekly*.
N. R. Monachesi, "
W. H. Stiner, *New-York Herald*.
Andrew Geyer, *American Stationer*.
Scribner, Armstrong & Co.,
A. C. Armstrong.
Robert Carter & Brothers,
*Peter Carter.
*Robert Coddington.
*G. W. Carleton & Co.
Carter, Dinsmore & Co.,
*J. P. Dinsmore.
A. Denham & Co.,
*A. Denham.
*J. Flittner.
E. J. Hale & Son,
*P. M. Hale.
Harper & Brothers,
*J. Abner Harper.
*George R. Lockwood.
*Howard Lockwood.
Samuel Raynor & Co.,
*William J. Martin.
*D. W. Richmond.
*M. E. Sterne.
Henry Holt & Co.,
*Joseph Vogelius.
George Routledge & Sons,
*Marcus Woodle.
*S. Zickel.
*James O'Kane.
Baker, Pratt & Co.,
*William T. Pratt,
*L. L. Higgins.
Catholic Publishing Society,
*John Ross.
*W. L. Allison.
*J. B. Ford & Co.
Dodd & Mead,
*E. Sandford.

PHILADELPHIA.

H. C. Baird & Co.,
J. F. Garde.
J. B. Lippincott & Co.,
George Wood.
Porter & Coates,
Henry T. Coates,
John H. May,
*A. E. Welch.
*Girard Buckman.
Claxton, Remsen & Haffelfinger,
George Remsen.
A. J. Holman.
H. McGrath.
W. W. Harding,
Arthur E. Welch.
H. C. Baird & Co.,
*H. C. Baird.
Smith, English & Co.,
*J. A. English.

Claxton, Remsen & Haffelänger,

*J. R. Elliott,

*D. N. Morrison.

W. S. Fortescue & Co.,

*W. S. Fortescue.

H. N. McKinney & Co.,

*H. N. McKinney.

T. B. Peterson & Brothers,

*Thomas Peterson.

*T. B. Peterson, Jr.

*T. P. M. Bennett & Co.

John E. Potter & Co.,

*Geo. T. Stuckert,

*Edward J. Buckley.

BOSTON.

James R. Osgood & Co.,

B. H. Ticknor.

George W. Armstrong.

James Campbell.

Roberts Brothers,

Eugene B. Hardy.

J. L. Hammett.

H. O. Houghton & Co.,

H. O. Houghton,

H. O. Houghton, Jr.,

Henry Hoyt,

*W. H. Hoyt.

Locke & Bubier,

John S. Locke,

*C. H. Woodman.

CINCINNATI.

Wilson, Hinkle & Co.,

A. Howard Hinkle,

E. L. Godecke,

*C. S. Bragg,

*S. H. Dustin.

George E. Stevens & Co.,

George E. Stevens,

W. H. Wright,

*William Thomas.

R. Clarke & Co.,

R. D. Barney.

Jones Brothers & Co.,

R. N. Gailey.

A. H. Pounsford & Co.,

A. H. Pounsford.

John Church & Co.,

Henry A. Sumner.

*Fr. Pustet.

NEW-ENGLAND STATES.

E. C. Eastman, Concord, N. H.

J. B. Parker, Hanover, N. H.

W. F. Draper, Andover, Mass.

Cambridgeport Diary Co., Cambridgeport,
Mass.,

A. S. Parsons.

Brown & Gross,

W. H. Gross, Hartford, Ct.

W. H. Rickey, Hartford, Ct.

D. Bugbee & Co.,

*E. F. Dillingham, Bangor, Me.

*C. F. Emerson, Hanover, N. H.

*Tuttle & Co., Rutland, Vt.

*Milton Bradley & Co., Springfield, Mass.

*N. Bangs Williams Publishing Co., Provi-
dence, R. I.

*George C. Allis, Birmingham, Ct.

Rockwell Brothers & Co.,

*R. W. Rockwell, New-Canaan, Ct.

*J. C. Talcott, New-Britain, Ct.

*Irving Emerson, Hartford, Ct.

MIDDLE STATES.

Merriam & Co.,

C. E. Morris, Rochester, N. Y.

Scrantom & Wetmore,

L. G. Wetmore, Rochester, N. Y.

M. Cunningham, Rochester, N. Y.

Erastus Darrow, Rochester, N. Y.

D. M. Dewey, Rochester, N. Y.

Steele & Avery,

C. A. Avery, Rochester, N. Y.

Martin Taylor, Buffalo, N. Y.

Butler & Son,

T. Hunt Butler, Buffalo, N. Y.

E. Besser & Brother,

Ernst Besser, Buffalo, N. Y.

Peter Paul & Co.,

Peter Paul, Buffalo, N. Y.

J. M. Lent, Buffalo, N. Y.

H. H. Otis, Buffalo, N. Y.

Hall Brothers,

C. C. Hall, } Elmira, N. Y.

F. Hall,

Hanford & Waterman,

George R. Hanford, Watertown, N. Y.

Sterling & Mosher,

J. C. Sterling, Watertown, N. Y.

H. B. Nims & Co.,

Joseph Knight, Troy, N. Y.

W. A. King & Co.,

W. A. King, Owego, N. Y.

H. C. Foster, Canandaigua, N. Y.

H. E. Griffiths, Niagara Falls, N. Y.

H. T. Allen, Niagara Falls, N. Y.

L. E. Walker, Warsaw, N. Y.

R. G. Wynkoop & Co.,

James S. Wynkoop, Syracuse, N. Y.

S. H. Le Roy,

*J. M. Arnold, Poughkeepsie, N. Y.

Flagler & Merritt,

*W. H. Arnold, Poughkeepsie, N. Y.

Edwin Ellis & Co.,

*Edwin Ellis, Albany, N. Y.

*H. C. Guthrie, Penn Yan, N. Y.

*J. C. Green, Peekskill, N. Y.

Oneida Community,

*T. L. Piet, Oneida, N. Y.

Caughey, McCreary & Moorhead,

J. C. McCreary, Erie, Pa.

B. N. Hurd, Titusville, Pa.

M. Norton, Scranton, Pa.

H. T. Clauder, Bethlehem, Pa.

George H. & Allen Richards,

George H. Richards, Columbia, Pa.

S. K. Brobst & Co.,

*S. K. Brobst, Allentown, Pa.

*T. H. Diehl.

*S. A. Clarke & Co., Pittsburg, Pa.

L. Little & Co.,
 *L. Little, Ridgway, Pa.
 *W. W. Waters, Pittsburg, Pa.
 *M. J. Reigel, Easton, Pa.
 *E. S. J. Smith, Reading, Pa.
 Martin R. Dennis & Co.,
 Martin Dennis, Newark, N. J.
 McGinness & Runyon,
 George W. McGinness, Princeton, N. J.
 *James & Webb, Wilmington, Del.

SOUTHERN STATES.

J. W. Bond & Co.,
 J. W. Bond, Baltimore, Md.
 Cushings & Bailey,
 Joseph M. Cushing, Baltimore, Md.
 W. J. C. Dulany & Co.,
 W. J. C. Dulany, Baltimore, Md.
 Kelly, Piet & Co.,
 { B. Piet, } Baltimore, Md.
 *J. B. Piet, Jr., }
 Methodist Book Depository,
 *D. H. Carroll, Baltimore, Md.
 *T. Newton Kurtz, Baltimore, Md.
 Turnbull Brothers,
 *H. C. Turnbull, Jr., Baltimore, Md.
 *Lawrence B. Thomas, Baltimore, Md.
 Baltimore News Co.,
 *Henry Taylor, Baltimore, Md.
 *J. T. Ellyson, Richmond, Va.
 *West, Johnston & Co., Richmond, Va.
 *George Palmer, City Point, Va.
 *Hite & Wall, Winchester, Va.
 Phillips & Crew,
 B. B. Crew, Atlanta, Ga.
 Burke, Hancock & Co.,
 *F. G. Hancock, Atlanta, Ga.
 H. C. Clarke, Vicksburg, Miss.
 Eyrych & Co.,
 A. Eyrych, Jackson, Miss. (Representing
 also R. G. Eyrych, New-Orleans, La.,
 and G. W. Turton, Pensacola, Fla.)
 *James A. Gresham, New-Orleans, La.
 J. S. Jackson & Co.,
 { S. Jackson, } Dallas, Texas.
 *A. S. King, }
 R. B. Killough.
 W. H. Watkins, Waco, Texas.
 *J. E. Mason, Galveston, Texas.

WESTERN STATES.

T. J. Brown, Eager & Co.,
 T. J. Brown, Toledo, Ohio.
 Brown & Faunce,
 George B. Brown, } Toledo, Ohio.
 W. A. Faunce, }
 Isaac C. Aston, Columbus, Ohio.
 Randall & Co.,
 A. H. Smythe, } Columbus, Ohio.
 *H. H. Smythe, }
 Jacob H. Studer, Columbus, Ohio.
 Payne, Holden & Co.,
 G. W. Holden, } Dayton, Ohio.
 A. F. Payne, }
 B. Publishing House,
 Rev. W. J. Shuey, Dayton, Ohio.

John H. Thomas & Co.,
 John H. Thomas, Dayton, Ohio.
 Reynolds & Reynolds,
 Ira Reynolds, Dayton, Ohio.
 Burrows Brothers,
 A. W. Burrows, Cleveland, Ohio.
 Ingham, Clarke & Co.,
 W. A. Ingham, } Cleveland, Ohio.
 H. M. Ingham, }
 De Nise & Ballou,
 J. H. De Nise, Newark, Ohio.
 S. Newton, Xenia, Ohio.
 J. C. Trader & Co.,
 J. C. Trader, Xenia, Ohio.
 L. N. Olds & Sons,
 E. M. Olds, Circleville, Ohio.
 Hiram Yeo & Co.,
 George Perkins, Chillicothe, Ohio.
 Edwin Regal, Oberlin, Ohio.
 L. A. Williams, West-Liberty, Ohio.
 A. T. Dempsey & Co.,
 O. H. P. Applegate, Ironton, Ohio.
 M. V. B. Kennedy, Zanesville, Ohio.
 Crumrine & Nichol,
 *K. Crumrine, Steubenville, Ohio.
 *W. N. Denman, West-Unity, Ohio.
 *E. C. Griswold, Elyria, Ohio.
 *George W. Gleason, Columbus, Ohio.
 Elliot Jones & Co.,
 *Elliot Jones, Columbus, Ohio.
 Kurtz & Norris,
 *C. L. Kurtz, Athens, Ohio.
 *W. W. Kile, Richmond, Ohio.
 T. C. O'Kane & Co.,
 *T. C. O'Kane, Delaware, Ohio.
 C. N. Pendleton,
 *J. H. Reed, Mansfield, Ohio.
 *A. L. Snyder, Bryan, Ohio.
 *A. P. Taylor, Newark, Ohio.
 *I. N. Whiting, Columbus, Ohio.
 Durbin, Wright & Bentley,
 *C. B. Wright, Canton, Ohio.
 *C. R. Montgomery, Columbus, Ohio.
 Bowen, Stewart & Co.,
 S. T. Bowen, Indianapolis, Ind.
 Yohn & Porter,
 Albert Yohn, } Indianapolis, Ind.
 *C. G. Yohn, }
 Merrill & Hubbard,
 *S. Merrill,
 *C. D. Meigs.
 Anderson & Hamilton,
 W. G. Anderson, Mitchell, Ind.
 Nicholson & Brother,
 Timothy Nicholson, Richmond, Ind.
 Newell Sanders, Bloomington, Ind.
 Siemon & Brother,
 Rudolph Siemon, Fort Wayne, Ind.
 *C. P. Houser, Auburn, Ind.
 Kiel & Brother,
 *D. S. Kiel, Fort Wayne, Ind.
 Nixon & Son,
 *R. M. Nixon, New-Castle, Ind.
 Jansen, McClurg & Co.,
 E. L. Jansen, } Chicago, Ill.
 *A. C. McClurg, }

Hadley Brothers & Co.,
S. S. Hadley, Chicago, Ill.
R. Crampton, Rock Island, Ill.
W. H. Watson, Aurora, Ill.
Joseph N. Waggoner, Galena, Ill.
*John N. Hanna, Mattoon, Ill.
Adair & Utley,
*W. R. Utley, Peoria, Ill.
*T. D. Woodruff, Quincy, Ill.
W. Scott Glore, Louisville, Ky.
J. P. Morton & Co.,
*J. B. Bangs, Louisville, Ky.
Williams, Sturges & Co.,
James C. Sturges, Knoxville, Tenn.
W. T. Berry & Co.,
W. T. Berry, Nashville, Tenn.
Smith, Ogden & Co.,
C. H. Ogden, Knoxville, Tenn.
Patten & Payne,
T. H. Payne, Chattanooga, Tenn.
*A. Setliff, Nashville, Tenn.
J. M. Arnold & Co.,
J. M. Arnold, Detroit, Mich.
E. B. Smith & Co.,
George H. Smith, Detroit, Mich.
W. E. Tunis,
Joseph Marsh, Detroit, Mich.
D. H. Davis, Coldwater, Mich.
Eaton & Lyon,
Charles W. Eaton, Grand Rapids, Mich.
Charles Humphrey, Adrian, Mich.
W. F. King, Adrian, Mich.
John Moore, Ann Arbor, Mich.
Penfield, Whipple & Co.,
L. R. Penfield, Hillsdale, Mich.
Sheehan & Co.,
S. C. Andrews, Ann Arbor, Mich.
S. M. Sackett, Monroe, Mich.
Jerome J. Wood, Hudson, Mich.
M. Walker, Port Huron, Mich.
*Brown & Pilcher, Jackson, Mich.
*J. T. Macaulay, Detroit, Mich.
*F. E. Peaslee, Battle Creek, Mich.
Roberts & Hillhouse,
*D. O. Roberts, } Kalamazoo, Mich.
*D. V. Roberts, }
*J. A. Roys, Detroit, Mich.
*Smith & Smith, Ionia, Mich.
Richmond, Backus & Co.
*C. N. Ayres, Detroit, Mich.
*H. Lowe & Co., Grand Rapids, Mich.
J. B. Hoeger & Sons,
J. A. Hoeger, Milwaukee, Wis.
West & Co.,
H. H. West, Milwaukee, Wis.
Colton & Whelpley,
C. W. Colton, La Crosse, Wis.
Moseley & Brother,
*J. E. Moseley, Madison, Wis.
Alexander McNie & Co.,
Alexander McNie, Winona, Minn.
Wesley Jones, Burlington, Iowa.
Grosvenor & Harger,
B. M. Harger, } Dubuque, Iowa.
*G. B. Grosvenor, }

Palmer Brothers & Co.,
A. Palmer, Dubuque, Iowa.
A. J. Santee & Co.,
A. J. Santee, Clinton, Iowa.
Thompson & Carmichael,
J. B. Carmichael, Davenport, Iowa.
Redhead & Wellslager,
R. T. Wellslager, Des Moines, Iowa.
Gray, Baker & Co.,
W. D. Baker, St. Louis, Mo.
R. & T. A. Ennis,
Richard Ennis, St. Louis, Mo.
Shorb & Boland,
James E. Shorb, St. Louis, Mo.
Matt. Foster & Co.,
H. H. Shepard, Kansas City, Mo.
R. D. Patterson & Co.,
*R. D. Patterson, St. Louis, Mo.
*George Scherer, St. Louis, Mo.
Kansas City Book & News Co.,
H. C. Wright, Kansas City, Mo.
*Crew & Morgan, Leavenworth, Kan.
S. C. Abbott & Co.,
S. C. Abbott, Omaha, Neb.
William Ballantyne,
John D. Free, } Washington, D. C.
E. P. Goodrich, }
Hopkins & Sons,
I. A. Hopkins, Washington, D. C.

The Excursion to Toronto.

ONE of the most enjoyable features of the Niagara Falls meeting was the delightful trip to the city of Toronto, managed by Mr. Martin Taylor, of Buffalo. The party (of nearly a hundred) reached the city about noon, after a pleasant sail of two hours, and having partaken of a sumptuous dinner at the Rossin House, were invited by Mr. William Lee, of Boston, to enter carriages, in waiting, for a drive through the city. They visited the principal points of interest, returning to the dock in time for the returning steamer, at four o'clock. Mr. Lee's exertions came near being to his cost and that of the party, for the steamer started off, leaving that distinguished American publisher in the clutches of Her Majesty's hackmen. He was, however, rescued after two attempts. On the return, the party assembled in the ladies' cabin, and unanimously passed the following resolution:

Resolved, That we heartily and cheerfully unite in a vote of thanks to our esteemed friend, Mr. William Lee, for his admirable arrangement for carriages, and for the pleasure we have had in the delightful drive through the city of Toronto and suburbs.

The following was also passed:

Resolved, That the thanks of the American booksellers, on excursion to Toronto, July 16th, 1875, are due and are hereby cordially tendered to Mr. McChan, of the Canada Southern Railway, for his kindness in promoting the excursion at reduced rates of fare and under favorable circumstances; to Mr. Sheare, of the Rossin House, for his hospitable entertainment; and to Capt. William Donaldson, of the Rothesay Castle, for swift and safe transportation, and for his kindness in backing his steamer twice to

rescue William Lee and other belated waifs from being deserted on the shores of a foreign land.

The party reached the Falls about eight o'clock, in time for the special cars to New-York, on which a good share took passage.

Convention Notes.

THE conundrum of the Convention: Where did those Guides go to?

THE reunion feeling exhibited in the reception of Southern members was a pleasant feature of the Convention.

"WHO was the most popular man at the Convention?" Everybody, particularly Mr. Randolph, "Bill Lee," Martin Taylor, B.W., and the rest of 'em!

MR. HENRY REED, of Routledge's, won the degree of Good Samaritan at Niagara. He was always looking out for somebody else, and abounding in brotherly love—if he didn't come from Philadelphia.

EVERYBODY was greatly pleased with Niagara and the accommodations, and very proud of their own hotel. The great body was at the International, others at the Cataract, and a few at the Spencer House.

THE number of ladies at the Convention was generally remarked, a large proportion of the trade present bringing wife, sister, or daughter. We heard no objection to the admission of these unauthorized delegates, or complaint of the consequent interruption of business.

MR. MARTIN TAYLOR's degree of B.W. was a relic of Put-in Bay. Being interpreted, it means Bay Window, which, being again interpreted, refers to a joke originated by the solemn Original Missionary, Mr. Aston, on Mr. T.'s notorious lack of flesh. Conventions are wearing on him.

THE Palace Hotel, San Francisco, sent each member of the Convention a photograph and plans of this largest hotel in the world, and a general invitation to hold the next Convention there. It was unanimously resolved to accept the invitation, provided "Chad" would move the hotel a few miles this way.

WEDNESDAY evening was set apart, according to announcement, for meetings of special interests of the trade. It seemed to be generally agreed, however, that the work of those present concerned supremely the measures connected with the trade at large, so that these meetings amounted to little or nothing. The thrilling report of the retailers' meeting is given in the Convention report.

A GREAT deal of the good work of the meeting was done in "Parlor A," of which the Con-

vention enjoyed full use by the generosity of Mr. Walter S. Appleton, whose hospitality was left, by some oversight, unacknowledged by the Convention, and which is here acknowledged in obedience to general request. It is *rather* unnecessary, however, to proclaim that hospitality is a virtue of his.

ONE of the most remarkable episodes of the Convention was the impromptu ovation, shall we call it, with which President Randolph was received? The happy thought struck somebody in Parlor A, and the entire gathering at the International started with one accord for the midnight train. Mr. Randolph emerged from the train in a pleasant semi-somnolency, when, to his horror, he was laid violent hands on, with the cry, "Here he is!" A brass band played "Hail Columbia!" or something else, a lot of people began to cheer, and before he knew it he was being escorted to the International in great style. The "boys" had to stay up all night, some of them, after that!

THE "experience meetings" were a success, but we wish we could give the reports of the committee meetings. That was where the brethren "talked out." The Executive Committee was in session all Monday evening, and the Committee of Thirty on those following, each with any amount of assistance, so that Parlor A was crammed. The most extreme views were ventilated here and received with courteous toleration, and the most assuring thing about these Conventions is that such extremists always agree to the reasonable and practicable measure as soon as they catch the general tone. If each man insisted on having his own way, there would have been a dozen Conventions at Niagara instead of one—but that is just what they don't do and won't do.

THOSE who came in by the Erie road enjoyed, they said, the most comfortable railroad ride they had ever had. Almost a hundred came back by the "special," but they were near holding an indignation meeting Friday night, when they got aboard the train at East-~~Buffalo~~ Buffalo and found their sleeping-car checks good for nothing. Some too complaisant official at the Erie office at Niagara had given them nice little bits of paper with a little number on each, to get rid of the applicants, which the Pullman conductor mildly observed he knew nothing about. To add to the difficulty, one of the fine sleeping-cars assigned had previously broken down, and an "old stager" was put on instead. But they were all accommodated at last, and next morning they felt better. Mr. Gould, Mr. Abbott, and the other Erie officials were very courteous, and the road made itself very popular, although we fear the number going did not after all repay the trouble they had taken.

Specimen Pages, from "The Stationers' Hand-Book," printed on YE CENTENNIAL PAPER, manufactured by Porter & Bainbridge, sent gratis on application.

IN PREPARATION:
THE
STATIONERS' HAND-BOOK,
FOR 1875-76.

EDITED BY
H. D. MONACHESI
AND
ALBERT B. YOHN.

In order to make the HAND-BOOK a trade authority, the bulk of the material has been furnished by leading houses in the various branches of the stationery trade, as follows:

Paper.—Description of Grades, Sizes, Market Value, etc. By THEODORE L. DE VINNE, author of "The Printers' Price-List." With Revisions and Additions, by J. F. ANDERSON, JR.

Foreign Papers.—By WILLY WALLACH.

Fancy Writing Papers.—By CHAS. T. BAINBRIDGE.

Envelopes.—By WILLIAM I. MARTIN, of *Saml. Raynor & Co.*

Blank-Books, and directions how to have them made to order. By HENRY HOSFORD, of *Hosford & Sons.*

Book-Binding, in all its Details, with full Tables of Estimates. By R. W. SMITH & Co.

Card and Card-Boards.—By CHAS. T. BAINBRIDGE.

Stationery Orders.—Combinations for Small Orders, from \$15 upward to \$200. By E. LYON, of the *American News Company.*

Stationery Etiquette.—By LOUIS DREKA, of Philadelphia.

Fancy Goods.—By CHARLES D. PRATT.

Drawing and Artists' Materials.—By EDW. G. SALTMANN, of *Keuffel & Esser.*

Proof-Reading.—By JONATHAN S. GREEN.

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The HAND-BOOK will also contain articles on Pens, Lead Pencils, Sizes of Books, Miscellaneous Goods generally sold at the Stationery, Book, and Fancy Goods Stores; also, a selection of practical Trade Receipts and Business Suggestions, and other useful information.

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Aug 2

THE

look at for sale

Publishers' Weekly

A JOURNAL

SPECIALLY DEVOTED TO THE INTERESTS OF THE

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F. LEYPOLDT, EDITOR AND PUBLISHER, 37 PARK ROW, NEW-YORK.

VOL. VIII. No. 5. NEW-YORK, Saturday, July 31, 1875. WHOLE No. 185.

THE AUCTION SALE OF STAPLE AND FANCY

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Will commence on Tuesday, August 3, at 9 A.M., at the rooms of GEO. A. LEAVITT & Co., Clinton Hall, Astor Place.

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Catalogues may be had on application, by mail or otherwise, to the Auctioneers.

Samples will be on exhibition, Thursday, July 29.

GEO. A. LEAVITT & CO.,

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The Publishers' Weekly.

JULY 31, 1875.

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One page.....	\$20 00
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Short advertisements, per line.....	25

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Advertisements should reach the office of the Publishers' Weekly not later than Wednesday morning, but are desired as much earlier as possible. Address P. O. Box, 1295.

Subscriptions and Advertisements from England received by B. F. Stevens, 17 Henrietta street, Covent Garden, London. Subscriptions from the European Continent filled by E. Steiger, 22 and 24 Frankfurt street, New York, and all German booksellers.

NOTICE.

WE have to plead guilty to some confusion, very much confounded in this office, among our July numbers. We stated at the beginning that we should be obliged to skip one or two issues in this month. That we have not done, the place of the number for July 3d being filled by the Book Fair Supplement, and that for July 24th by the report of the Convention. The other numbers, for July 10th, 17th, and 31st, are as usual. The Convention number is but just ready, and may follow this regular issue in the mailing. The phonographic report did not reach us in full until the very date at which it should have been printed. By reason of the derangement in the trade caused by the Convention and the Fair, on the one side, and the extra work and printing in this office on the other, the Educational number is delayed to August, after which the issues will proceed as usual.

NOTES IN SEASON.

MR. WHITTAKER will consign to this office 250 copies of the new edition of his English Reference Catalogue for 1875, which we shall supply at \$2.50 per copy. This work corresponds to our Uniform Trade List Annual, and, being much more complete this year than last, is indispensable to libraries and to all booksellers who deal in English books or procure books on order. More than 150 of these are already taken; subscriptions for the remainder will be filled in the order in which they are received. We can not undertake to supply further copies, although we shall procure them if possible.

A BOOK of travels on a country which has been more traveled over than written about, is now ready in England, and will be published on this side by the Putnams. It is by John Latouche, and is entitled "Travels in Portugal."

THE Sheldons have put in book form and will soon have ready a volume of papers by Rev. C. H. Spurgeon, consisting of "Lectures to my Students." From the wide fame of the writer, it can be promised a very favorable reception.

HENRY HOLT & Co. exhibited at the Fair dummies of a new and uniform edition of Taine, the first ever published. It is in style like the Notes on Paris and England, and besides these two volumes is comprised of one with Pyrenees, two Italy, two "On Intelligence," three English Literature, and two art—twelve in all. The latter includes the essay on Art in Italy, not before published. This set will be one of the attractions of the Fall trade.

A NEW edition, up to date, of "Men of the Time," which no newspaper reader ought to be without, is just ready at the Routledges. It is acknowledged the dictionary of contemporary biography in English.

THE Appletons have nearly ready Darwin's new work on "Insectivorous Plants," which will make a 12mo of 450 pages, with many illustrations. Mr. Darwin made some curious experiments on these plants, of which he gives full details.

HARPER & BROS. have nearly ready the Index for the first fifty volumes of the magazine which fills out that for vols. i.—xl., published five years ago. By the aid of this Index, the magazine becomes an encyclopædia of general information, especially rich in travel. A new edition of the popular book on "Fishing in American Waters," by Genio C. Scott, is in preparation, with additional matter on Southern and other fishes, and many new illustrations. They will also publish two new novels by favorite American writers—"Saint Simon's Niece," by Frank Lee Benedict, and "The Calderwood Secret," by Miss Virginia W. Johnston.

"CARING for no Man," by Linn Boyd Porter, is the next in Wm. F. Gill & Co.'s series of select novels. Mr. Porter is editor of the Cambridge (Mass.) Chronicle, in which he has been publishing his story as a serial. It ought to be pretty good, after challenging Cambridge criticism.

S. C. GRIGGS & Co. have nearly ready for the press, "The Select Orations of Lysias," with notes by Prof. W. A. Stevens. This work has been long in preparation by a most critical scholar, thoroughly in love with his subject, and it is believed that this edition will possess merits which will give a new charm to the reading of this famous old orator. It would have appeared several months ago, but for the loss by fire of a portion of the work. Prof. Anderson's "Norse Mythology; or, the Religion of our Forefathers," is now passing through the press, and will be issued in August by this house.

EATON S. DRONE, favorably known as the author of several articles on copyright in the American Law Review, and one of the staff of the American Cyclopædia, is to prepare the article on American copyright for the new edition of the Encyclopædia Britannica.

ALPHABETICAL LIST OF BOOKS JUST PUBLISHED.

The Prices in this List are for cloth lettered, unless otherwise indicated. Imported books are marked with an asterisk; Authors' and Subscription Books, or Books published at net prices, with two asterisks.

- Bartlett.**—Familiar Quotations. Being an Attempt to trace to their Sources Passages and Phrases in Common Use. By John Bartlett. *Seventh ed.* 12°, pp. xvi, 861. \$3. Little, B. & Co.
- Bureau of Education.**—Circulars of Information of the Bureau of Education, No. 4, 1875.—Waste of Labor in the Work of Education. By F. A. Chadbourne, LL.D., President of Williams College, Mass. 8°, pp. 16. Pap. [Gov. Printing Office.]
- Chadbourne.** See Bureau.
- De Forest.**—Playing the Mischief. By J. W. De Forest, author of "European Acquaintance," etc. 8°, pp. 185. Pap., 75 c. Harper.
- Dewey.**—The Tree Agent's Private Guide: A Manual for the Use of Agents and Dealers, containing Suggestions and Directions for successful Work in canvassing for the Sale of Nursery Stock. Also, a brief Pronouncing Dictionary of leading Horticultural Terms, Names of Plants, Flowers, etc. 1875. By D. M. Dewey. 18°, pp. 96. Pap., 25 c.; per doz., \$2.25; leather, \$8 per doz. Dewey.
- Grimes.**—The Mysteries of the Head and the Heart explained: including an Improved System of Phrenology; a new Theory of the Emotions, and an Explanation of the Mysteries of Mesmerism, Trance, Mind-Reading, and the Spirit Delusion. Illustr. by upwards of one hundred engravings. By J. Stanley Grimes. 12°, pp. xvi, 316. \$2. Keen, C. & Co.
- Handbook** of Church Terms; being a Pocket Dictionary, or brief Explanation of Words in Common Use, relating to the Order, Worship, Architecture, Vestments, Usages, and Symbolism of the Church. Designed for the general Reader, as well as for Instruction in Bible Classes, Parish and Sunday-Schools. *Second ed.* 18°, pp. 48. 40 c; pap., 15 c. Dewey.
- Harwood.** A Novel. By the Author of "The Odd Trump." 8°, pp. 206. \$1.25; pap., 75 c. Hale.
- Holcombe.**—Our Children in Heaven. By William H. Holcombe, M.D., author of "The Sexes; Here and Hereafter," "In Both Worlds," etc. *New ed.* 16°. \$1.25. Lippincott.
- Jenkin.**—Within an Ace. By Mrs. C. Jenkin, author of "Who Breaks—Pays," etc. (Leisure Hour Series.) 16°, pp. 287. \$1.25. Holt.
- Johnson, R.** See Little Classics.
- Little Classics.** Ed. by R. Johnson. Vol. 14. Poems Lyrical. Cont. :—Locksley Hall; Good-Night in the Porch; Divided; Jeanie Morrison; Ode to Happiness; L'Allegro; Il Penseroso; The Lotus-Eaters; The End of the Play; The High Tide; Lycidas; The Bridge of Sighs; The Problem; Messiah; Alexandria's Feast; Bonnie Dundee; Fontenoy; Nathan Hale; Home, Wounded; Mother and Poet, etc. 18°, pp. 229. \$1. Osgood.
- Lockwood's Directory** of the Paper Manufacturers in the United States and Canada, and Dealers in Paper and Paper Materials, together with the Wholesale Stationers and Publishers in the principal Cities. 1875-76. 8vo, pp. 162. \$5. Lockwood.
- Madame de Laval's Bequest**; Counsels to Young Ladies who have completed their Education. From the fourth French edition, by a Sister of St. Joseph. 12°. \$1.50. Cunningham.
- Porter.**—The Revised Compendium of Methodism. Embracing the History and present Condition of its various Branches in all Countries. By Rev. James Porter, D.D. 12°. \$1.75. Nelson & P.
- Talmage.**—Preaching to the Masses. An Address. By Rev. T. DeWitt Talmage, D.D. Delivered at the Drew Theological Seminary, Madison, N. J., March 3, 1875. 12°. Pap., 20 c. Nelson & P.
- Ward or Wife?** A Romance. Illustr. 8°, pp. 81. Pap., 25 c. Harper.
- Warfield.**—The Household of Bouverie; or, The Elixir of Gold. By Mrs. C. A. Warfield, author of "A Double Wedding." *New ed.* 12°, pp. 800. \$1.75. Peterson.
- Yates.**—The Silent Witness. By Edmund Yates. 8°. \$1.50; pap., 75 c. Gill.

ORDER LIST.

- P. F. CUNNINGHAM & SON, Phila.
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 Yates, The Silent Witness....\$1.50; pap. 75
 E. J. HALE & SON, New-York.
 Harwood.....\$1.25; pap. 75
 HARPER & BROS., New-York.
 De Forest, Playing the Mischief....Pap. 75
 Ward or Wife?.....Pap. 25
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- J. B. LIPPINCOTT & CO., Philadelphia.
 Holcombe, Our Children in Heaven, *new ed.*.....\$1.25
 LITTLE, BROWN & CO., Boston.
 Bartlett, Familiar Quotations, 7th ed.....3.00
 HOWARD LOCKWOOD, New-York.
 Lockwood's Directory of Paper Manufacturers.....5.00
 NELSON & PHILLIPS, New-York.
 Porter, Revised Compendium of Methodism.....1.75
 Talmage, Preaching to the Masses...Pap. 20
 JAS. R. OSGOOD & CO., Boston.
 Little Classics, ed. by R. Johnson, vol. 14, Poems Lyrical.....1.00
 T. B. PETERSON & BROS., Phila.
 Warfield, Household of Bouverie, *new ed.* 1.75

A RECENT paragraph states that in France, in 1874, there were issued 11,917 works in French—new works or fresh editions. In this enumeration no periodical publication is reckoned, while 2196 engravings and maps and 3841 pieces of music issued have to be added to it. The total number of publications is thus 17,954. In 1869, the most prosperous year in the book-trade of France, there were only 17,394 publications registered at the depot of the same Office. In 1870, the printed works fell

to 8831, going up to 10,659 in 1872. In 1873, there were 11,530. The annual averages, taken for the last twenty years, of the number of publications of all kinds is 15,000, 10,000 of which belong to the typographical department of production, 3000 are engravings and photos, and 2000 are music. The Bibliothèque Nationale has since 1853 received one of the two copies of all new works required by law to be left at the depot of the Ministre de l'Interieur.

The Reform.

It is not two years since the American book trade, demoralized and nearly disheartened, began a movement toward reform, in the face of most unpromising circumstances. The evils of the cut-throat system were universal, the heads of the trade were apathetic, many distrusted any sort of co-operation, and the trade sales were steadily making bad worse.

This week we look back upon an enthusiastic convention of the trade from all parts of the country, whose acts are of the highest promise; a hearty co-operation in the movement on the part of all classes, and a Book Fair, which has been a marked success, and done away forever, let us hope, with the unwise and unsound system of old times.

We print separately a full report of the Convention, with some editorial remarks upon it. Of the Book Fair we shall speak editorially at length in a future number, saying now only that, as a first experiment, its success was remarkable, and that the teachings of the experience the trade has gained by it will make the second one so thoroughly satisfactory to all as to assure the permanency of the new system. That there are modifications to be made in the plan, goes without saying; but the sales, even this first time, were fair, and great good was accomplished, all agreed, in bringing buyers together, making them acquainted with the stocks, and, by personal acquaintanceship thus formed, stimulating business the country through.

Our present purpose is to congratulate the trade on the success of the reform. Nothing has so far been done but that the most conservative can accept, and yet a power has been evolved that promises to cure many of the evils that afflict the trade. To hope that every thing can be cured, at once or in the end, is asking too much of human nature. The reform is in a nutshell: let us stick mainly to retail prices, and let us close down in discounts upon those who won't see the sun when it shines. That is what the present aspect of the reform is, and this will go so far to remedy present evils as virtually to accomplish all.

There seems to be now no reason why the whole trade can not unite in active co-operation on this platform. There is no interference, or no dictation in it, and because there is none of either, we believe it is bound to go through. Certainly it is the only platform on which all the trade can unite, and which is yet competent to cure the evils for which it is the alternative. And after all, nothing succeeds like success—and the reform is a success!

By resolution of the Convention, the 1st of August is definitely set as the time for the retail price rule to go into force, wherever it is not already observed. We trust the trade will generally put it into operation on that date, even if local arrangements may not then be perfected. Especially in these dull times, when there is little buying, the trade can afford to exercise some faith—and faith will produce works. If there are any who hold back, they are scarcely likely to hold back long, and meanwhile the houses in the reform can not afford to set them a bad example, by following their precedent instead of the wise rules.

The Book Fair.

THE first Book Fair of the American book trade opened at Clinton Hall, New-York, Monday, 19th July, at nine, and closed at noon of Saturday, 24th July. There were represented at it 97 publishing houses, of whom 58 were of New-York, 17 of Boston, and 15 of Philadelphia, and 52 manufacturing stationers, art publishers, or paper makers. There are recorded 94 buyers, from 17 different States, who were present in person; this list may be incomplete, and there were some present who did not buy. Our figures, which are nearly complete and approximately correct, record 32,694 samples as exhibited, of which 22,598 were from New-York, 3982 from Boston, and 5886 from Philadelphia houses. Some houses exhibited their full stock, with duplicates in extra bindings; others only those books to which they wished to call especial attention. The former was the general rule, and Harper & Bros. led the list with 4400 volumes. The sales for the week can not yet be given with any accuracy, but they are estimated at something above a quarter of a million dollars—more than was ever sold at a trade sale. These sales were made chiefly by the large houses, and four leading firms sold nearly \$150,000 of this total, or about half. These were Harpers, Appleton, Osgood, and either one of two or three other firms. Those houses which did not make large sales were nevertheless greatly pleased with the opportunity of showing their stock and making new personal acquaintances through the trade, and hope for definite results from the Fair in the ensuing fall trade. Take it all in all, and remembering that it was a first experiment, the first meeting of the "Booksellers' Exchange and Clearing House" was a notable success, and is thought to insure the permanency of the new system, especially in view of the modifications the experience of this sale will cause in those to come.

The scene at the Fair was one long to be remembered. Entrance was had through the doors to the regular trade-sales room, and thence through Mr. George A. Leavitt's private office, which was a headquarters room, to the large reading-room of the Mercantile Library, offered to the Association by the courtesy of the directors. From the auction-room, a new stairway led directly to the stationery-room above, where the most effective show was made, for it must be confessed that the long racks and tables below, with their thousands of books, became

somewhat monotonous. Up-stairs, the room was bright with Prang's chromos and Taber's photographs, and all the pretty things that represent the *etc.* side of the bookstore, although we are happy to state that neither wall-papers nor Crandall's acrobats were visible. In fact, the Fair fairly represented, on a large scale, what we hope every bookstore may become in less degree. Down-stairs, it was book after book, line upon line, from one end to the other. The large firms were generally in the main room, the north-west corner being occupied by Harper & Bros., who, intrenched behind their immense stock, made a cosy counting-room for themselves out of their corner. Their great sign above was the conspicuous thing in the room. Somebody came up to W. H. Demarest, that veteran favorite at Franklin square, and expressed surprise at the unusual sight of him anywhere except at the Harpers' establishment. "Why, this is part of the Harper establishment!" said he pleasantly, and so it looked. Elsewhere other large signs called the friends of other houses to rally under their standards, and smaller signs, which the managers had caused to be prepared in abundance, marked each assignment of space. The well-known owl which had descended from Mr. Leypoldt to Henry Holt & Co., blinked wisely from above their display—a capital idea, which other houses, having manageable symbols, would do well to take advantage of for the next Fair. A general decoration of this sort would add much to its picturesqueness. The PUBLISHERS' WEEKLY was given a place of honor, occupying the main desk in the reading-room, and directly below was the sum of the whole matter—all the books in the room in the rough—at the office of Webster's Dictionaries. Both rooms were divided by a long aisle running lengthwise of the buildings; on the tables running crosswise from these, racks had been ingeniously constructed, on which the stock was displayed. The larger houses occupied both sides of a compartment so made, using the space between for its desk and counting-room. The smaller firms were assigned parts of a rack, or a table wherever one could be wedged in, and it gave Mr. George Leavitt a headache to know what to do with the people who would rush in at the last moment. Another year, nearly double this space will be required.

It had required nearly two weeks' hard work to get things in shape for the contributors, and many of the samples did not arrive till Saturday. Mr. Kimball, of Lippincott's, for instance, came on in the midnight train with his stock, was on hand at five o'clock Monday morning, and had every thing arranged so that he sold, to a New-Hampshire buyer, the first bill of books ever sold at a fair, thus enrolling his name in the temple of fame. Our Mr. Brinckerhoff, however, claims both the first and the last sales at the Exchange, in subscriptions to the *Literary News*. Matters were rather in confusion during Monday; there was a good deal of curiosity, and scarce any one bought. The sellers felt blue, and prophesied failure for the Fair. By Wednesday morning, however, it was proved that the buyers were there, and had been looking around to some purpose, and the sales grew greater each day as the Fair continued, until Saturday, when preparations for closing up rather interfered with selling. The work of the week was pretty hard, both upon sellers and

buyers. Col. Ammon, of Osgood's, was kept so busy one afternoon, that he thought leading a regiment into battle was a little easier and less dangerous, on the whole, and the afflicted buyers, even the strictly temperance men, had chronic headaches. They would be seized upon first here, then there, until they began to grow vain, and one publisher objects to the Fair, because it "gives these fellows altogether too big a sense of their own importance." The scene was animated indeed, not least when in "the intervals of business" some bit of practical humor would get together an impromptu convention, and seller as well as goods be "sold." The bust of the venerable Peter Cooper beamed serenely upon the aggregated wisdom one afternoon from under "Bill Lee's" hat, but the gravity of Mr. Holt's owl preserved it from being boiled or otherwise made a fool of. Good nature reigned, but we saw no bibulatory excess of the article. In these respects, every thing went off admirably.

The sales, as we have said, reached probably over \$250,000. The chief attractions were the larger houses, whose discounts had hitherto been stiff, and who had therefore some margin for extra terms. Thus the Harpers made a clean 40 off on the whole line, and they sold, we believe, over fifty bills. The number of individual bills in each case was considerable, and a very large proportion of these were with buyers whom the sellers met directly for the first time. The great jobbing houses were among the largest buyers, despite the notion that the Fair would hurt their business. Mr. Dillingham expressed the sentiment when he said, "This is altogether too big a country for any one thing to do all the business," and every body agreed that the personal acquaintanceship and knowledge of stocks gained at the Fair, with the inspiration from the reform movement and its general gatherings, would stimulate the book-sellers to such extra exertion at home as would much increase the total of bookselling in this country, and make business better for every interest in the trade. The five per cent stood in the way with some sellers, and the indorsement of notes was objected to by some buyers, and both these points need to be fully discussed; we shall treat of them editorially hereafter. But the chief supporters of the trade sales found their sales larger, at better average prices—without its dangers and with less commissions. It should be said that there is a good deal more work in looking after such a Fair than many at first sight have much idea of. Most houses made as good terms as, or better than, at their own stores, the prominent exceptions being some of the school-book men. The A. B. T. A. Committee on Book Fair held a meeting Wednesday morning in consultation with Messrs. Barnes, Blakeman, Armstrong, and Holt, to try to overcome this difficulty—but without success. One of the prominent dealers put it that they had come into the Fair not so much for their own good as to take part in the trade movement; they were perfectly willing to sell \$100,000 and draw a check directly to Mr. Leavitt for \$2500, for the sake of promoting so excellent a thing as the Fair, but their agents, with whom they had previously made special terms, had entered definite protest against reductions at the Fair, and in justice to them they could not make better rates. Some sales were made during or after

the Fair at the stores, but chiefly in the case of those buyers who had established relations, and insisted on so doing; for we should be slow to believe that many used the advantages of the Fair and dodged payment for them.

The dinner, elsewhere spoken of, was gotten up altogether at the Fair, without formality and in something of a hurry, and was a pleasant episode. A publishers' invitation dinner was at first proposed, but it was thought better by officers of the Association to make it an A. B. T. A. matter, as was done. In his speech at the dinner, President Randolph referred to the success of the Fair, noting the difference between old days, when the entire American production would not fill one of the racks that now crowded Clinton Hall, and these times, when one house made an offer for 20,000 Webster's Quartos, and the publishers split on a quarter of a dollar! The offer referred to was from D. Appleton & Co., at \$7.75, or \$155,000 in a lump; it would have absorbed nearly half the year's production.

Besides the criticisms upon this or that detail of the plan of the committee—for which plan, working for a first time so admirably on the whole, they deserve all thanks—two things conspired against the present Fair. First, it was too early; the attempt to hit two birds, the school-book and miscellaneous trades, with one stone, did not work. Secondly, a good part of the buying trade, despising the prophecies of the WEEKLY, were quite sure the Fair would be a failure, and didn't come on. They are sorry enough now. Large orders came in by mail from Pittsburg, Portland, and elsewhere, but in all cases the writers were notified that they could not be sold on the Fair terms except they were there. Mr. S. A. Clark, of the former place, immediately took train for New-York and bought largely the last days. These two drawbacks made the sales half of what they would otherwise have been—and yet the Fair was thoroughly a success, by universal acknowledgment of those present. The chief question now is about the next Fair. The trade generally believe in having only one a year, in September or October, at which the most reliable dealers estimate a million dollars' worth could hereafter be sold. Opinion is divided as to the expediency of having a supplementary one next October: some say this did not touch the holiday trade, which would flock to a sale then; others say that those who hadn't enough faith to come on and buy now had better be left hungry till the great sale of next year.

We had meant to have given our readers a plan of the Fair, but the delay in the applications for and assignment of space made it impossible to have it ready to be of use then, and we find the expense so considerable as to be precluded now by the other outlay necessitated by the Convention and Fair. We give, however, a full list of contributors, of their representatives as far as could be learned, and a count or estimate, where it could be obtained, of the number of samples each displayed. Also a list of buyers, which it will be seen includes some of the best houses from all parts of the country. For any imperfections in these lists we must plead the inherent difficulties in procuring them.

List of Selling Houses.

NEW-YORK.

Adams, Victor & Co.....	20
American News Co.....	289
Patrick Farrelly.	
C. G. Collins.	
M. N. Walsh (stationery dep't).	
Appleton, D. & Co.....	800
W. H. Appleton.	
W. S. Appleton.	
Mr. Pritchard.	
Authors' Pub. Co.....	
Francisco de Oliveira.	
Barnes, A. S. & Co.....	350
C. W. Barnes.	
Carleton, G. W. & Co.....	250
G. W. Dillingham	
F. A. Rielly.	
Cassell, Pettey & Galpin.....	317
(And W. P. Nimmo).....	
Chas. Geard.	134
Chas. Gardner.	
Clark & Maynard.....	140
Mr. Webster.	
Collins & Brother.....	55
Denham, A. & Co.....	200
Dick & Fitzgerald.....	300
A. T. Smith.	
Dodd & Mead.....	400
Frank Dodd.	
M. W. Dodd.	
Dutton, E. P. & Co.....	155
C. A. Clapp.	
E. C. Swayne.	
Ford, J. B. & Co.....	50
A. C. Warner.	
Hale, E. J. & Son.....	25
P. M. Hale.	
C. K. Dabney.	
Happy Hours Company.	
(Pamphlets).....	165
(Games).....	41
D. G. Cunningham.	
Harper & Brothers.....	4400
J. Abner Harper.	
W. H. Demarest.	
F. A. Nast.	
G. A. Barnes.	
Haverty, P. M.	30
E. J. Haverty.	
Hinton, H. L. & Co.....	
H. L. Hinton.	
Holt, Henry & Co.....	310
Henry Holt.	
Jos. Vogellius.	
Hurd & Houghton.....	606
A. G. Houghton.	
O. R. Houghton.	
Iverson, Blakeman, Taylor & Co.....	210
H. H. Bridgman.	
Kehoe, Lawrence—C. P. Society.....	212
Kenedy, P. J.....	265
John P. Dunne.	
Kelly, T.....	
Lee, Shepard & Dillingham (see Lee & Shepard).	
Chas. F. Dillingham.	

F. Leypoldt—(Publishers' Weekly). Richard Brinckerhoff. N. R. Monachesi.	Warren & Wyman..... 60 W. W. Wyman.
McLoughlin Bros.....	Widdleton, W. J..... 310 W. J. Widdleton. W. C. Bush.
Miller, James..... 357 James Miller. D. S. Knox.	Wiley, John & Son..... 230 John Wiley. Charles Wiley. J. H. Wiley.
Macmillan & Co..... 1200 Geo. E. Brett. Geo. P. Brett.	Worthington, R. & Co..... 950 Mr. Wright. Mr. Philipps.
Murray Hill Pub. Co..... 2 A. Loebell.	Wood, William & Co..... 114 J. H. Vail.
Nelson & Phillips..... 2376 Mr. Stephens.	World Publishing House 262 H. S. Allen.
Nelson, Thomas & Sons (besides Bibles and prayer-books)..... 1500 James Robertson. A. E. Marsh. C. E. Richards.	PHILADELPHIA.
O'Shea, P..... 553 P. F. Barnum.	American Sunday-School Union..... 1200 Alfred Price.
Patterson, F. B. } Tompkins, K. }..... 30 F. B. Patterson.	Baird, Henry Carey & Co..... 135 J. F. Garde.
Pott, Young & Co..... James Pott. Edwin Gorham.	Burlock, S. D. & Co..... 100
Potter, Ainsworth & Co (copy and draw- ing-books)..... 100	Claxton, Remsen & Haffelfinger..... 480 Edmund Claxton. D. N. Morrison. J. R. Elliot.
Putnam's Sons, G. P..... 498 G. H. Putnam. Irving Putnam. Col. W. H. Chase.	Cummiskey, E..... 50
Randolph, A. D. F. & Co..... 150 A. D. F. Randolph. R. J. Bates. James F. Smith.	Desilver, Charles..... 80
Routledge, George & Sons (besides toy- books)..... 569 H. M. Reed. Marcus Woodlee.	Harding, William W..... [Albums] A. E. Welch.
Sabin, J. & Sons..... 250 Charles Sotheran.	Holman, A. J. & Co..... 100 J. Barker Martin.
Sadlier, D. & J. & Co..... 1000 Charles Donlon.	Lippincott, J. B. & Co..... 2000 H. H. Kimball. C. E. Roberts.
Schmidt, L. W..... 30	McKinney, H. N. & Co..... 100 H. N. McKinney.
Scribner, Armstrong & Co..... }..... 450 Scribner, Welford & Armstrong }..... 900 A. C. Armstrong. J. H. Dingman. John Fergusson. T. A. Vandergrip.	Peterson, T. B. & Bros..... 1000 Thomas Peterson. T. B. Peterson, Jr.
Sheldon & Co..... 614 Smith Sheldon. I. E. Sheldon. W. Sheldon.	Porter & Coates..... 448 R. Porter. Girard Buckman.
Somerby, Charles P..... 24 Charles P. Somerby.	Potter, John E. & Co..... 125 G. T. Stuckardt. E. J. Buckley.
Strong, T. W., late E. Dunigan & Bro..... 287 P. H. Hughes.	Schaefer & Koradi..... 50 E. Steiger.
University Publishing Co..... 42	Souder, S. T. & Co..... 18 S. T. Souder.
United States Publishing Co..... 28 R. F. Bogardus. J. F. Trow, Jr.	BOSTON.
Virtue & Yorston..... 42 Robert Neilson.	Brewer & Tileston.....
Van Nostrand, D..... 146 C. E. Speers. W. H. Farrington.	Davis, Robert S. & Co.....
	Ditson, Oliver & Co.....
	Estes & Lauriat.....
	Gill, William F. & Co..... 102 William F. Gill.
	Graves, A. F..... 132 A. F. Graves.
	Lee & Shepard..... 1200 William Lee. A. H. Hopkins.
	Little, Brown & Co..... 615 John M. Brown.
	Locke & Bubier..... 120 J. S. Locke.

Lockwood, Brooks & Co..... 140	Carter, Dinsmore & Co.....
(And American Tract Society, Boston).. 200	J. P. Dinsmore.
C. H. Knight.	Chamberlin, Whitmore & Co.....
John S. Lockwood.	B. A. Hard.
W. D. Brooks.	Dovell's, R. B. Son.....
Lothrop, D. & Co..... 467	R. E. Bennett.....
D. Lothrop.	Dubernet, L.....
John T. Ryan.	Alexander Brument.
Nichols & Hall..... 6	Dunkinson, F. H. & Co.....
Osgood, James R. & Co..... 1000	F. H. Dunkinson.
B. H. Ticknor.	Eagle Pencil Co.
J. H. Ammon.	F. G. Devoc.
Joseph Kelly.	M. Berolzheimer.
Prang, L. & Co.....	Emack, John D.....
Joseph H. Dorety, Art.	Horsman, E. I.....
J. S. Clark, Ed.	F. H. Dwenger.
Roberts Bros.....	Ives & Alfred.....
E. D. Hardy.	Mr. Alfred.
Thompson, Brown & Co.....	Kaufmann & Jonas.....
J. A. Thompson.	Charles Kaufmann.
	William Schumacher.
HARTFORD, CT.	Koch, Sons & Co.....
Bliss, R. W. & Co..... 21	William Horne.
Charles H. J. Bliss.	Levys, Henry & Son.....
SPRINGFIELD, MASS.	E. Irish.
Merriam, G. & C..... [Dictionaries]	Liebenroth, Von Auw & Co.....
John M. Wood.	C. W. Liebenroth.
BALTIMORE, MD.	William Graham.
Kelly, Piet & Co..... 195	Manhattan Book Co.....
BUFFALO, N. Y.	A. B. Bullock.
Taylor, Martin.....	Pattberg, Lewis & Brothers.....
Martin Taylor.	H. W. St. John.
TROY, N. Y.	J. M. Josias.
Nims, H. B. & Co.....	Porter & Bainbridge.....
Joseph Knight.	C. T. Bainbridge.
NEWARK, N. J.	Richard Bainbridge.
Bliss, F. C. & Co..... 12	Pratt, Charles D.....
CLAREMONT, N. H.	E. W. Abbott.
Claremont Manufacturing Co..... 100	Preble, J. O. & Co.....
S. L. Farman.	J. H. Gillett.
	W. G. Killmer.
	Raynor, Samuel & Co.....
	Samuel Eckstein.
	Rubens & Co.....
	L. Victor.
STATIONERY.	St. John, Joseph L. P. & Co.....
	Selchow & Co.....
NEW-YORK.	S. L. Welch.
Aiken, Lambert & Co.....	Sneider, Robert.....
James J. Walker.	Charles Sneider.
American Lead-Pencil Co.....	Steiger, E.....
T. E. Smith.	E. Steiger.
J. T. Watkins.	Todd, Edward & Co.....
G. F. Freeman.	Van Everen, P. F.....
Anderson & Cameron.....	P. F. Van Everen.
Alexander Cameron.	Wallach, Willy.....
Anthony, E. & H. T. & Co., Albums..... 300	R. H. Stevens.
L. Brower.	J. H. Brown.
H. P. Tibbals.	
M. V. Foster.	PHILADELPHIA.
T. D. McCormack.	Artemus & Co.....
Baker, Pratt & Co.....	Gladding, John & Son.....
William T. Pratt.	M. J. F. Doyle.
Berlin & Jones Envelope Co.....	
W. H. Andrews.	SPRINGFIELD, MASS.
Brown, Edward E.....	Bradley (Milton) & Co.....
Frank Boland.	S. L. Welch.
Calm & Zinn.....	

Morgan Envelope Co.....
E. Morgan.
Powers Paper Co.....
Lucius H. Powers.
George A. Olney.
Springfield Envelope Co.....
P. P. Kellogg.
Union Ink and Paper Co.....
J. E. Taylor.

HOLYOKE, MASS.

Holyoke Paper Co.....
O. S. Greenleaf.
Massasoit Paper Co.....
F. D. Phelon.
Union Paper Co.....
Edward Dickinson.
Whiting Paper Co.....
R. M. Fairfield.

MITTINEAQUE, MASS.

Worthy Paper Co.....
George L. Wright, Jr.

NEW-BEDFORD, MASS.

Taber, Charles & Co.....
William C. Taber, Jr.
Frederick Taber.

NEWARK, N. J.

Plummer, C. S.....
C. S. Plummer.

CINCINNATI, OHIO.

United States Soapstone Manufacturing
Co.....

ST. LOUIS, MO.

Levison & Blythe.....
John McEachirn.

List of Buyers.

J. Nelson Waggoner, Galena, Ill.
Elliot Jones & Co., Columbus, O.
Robert Clarke & Co., Cincinnati, O.
C. N. Pendleton, Mansfield, O.
Brown & Faunce, Toledo, O.
J. C. Trader & Co., Xenia, O.
Newell Sanders, Bloomington, Ind.
A. J. Santee, Clinton, Iowa.
W. H. Watson, Aurora, Ill.
Brooks, Schinkel & Co., Cleveland, O.
American News Company, New-York City.
Dresser, McLellan & Co., Portland, Me.
C. A. Burnham, Norwich, Ct.
D. H. Carroll, Baltimore, Md.
N. F. Smith, Williamstown, Mass.
G. P. Putnam's Sons, New-York City.
Samuel Newton, Xenia, O.
Nichols & Allen, Pittsfield, Mass.
Eaton & Lyon, Grand Rapids, Mich.
Smith, Ogden & Co., Knoxville, Tenn.
M. V. B. Kennedy, Zanesville, O.
George C. Allis, Birmingham, Ct.
H. B. Nims & Co., Troy, N. Y.
Thompson, Brown & Co., Boston, Mass.
J. B. Parker, Hanover, N. H.
L. N. Olds & Sons, Circleville, O.
Hadley, Bros. & Co., Chicago, Ill.
Baker, Pratt & Co., New-York City.

Edwin Regal, Oberlin, O.
Steele & Avery, Rochester, N. Y.
Richmond, Backus & Co., Detroit, Mich.
Yohn & Porter, Indianapolis, Ind.
Cobb, Andrews & Co., Cleveland, O.
R. Crampton, Rock Island, Ill.
Kiel & Bro., Fort Wayne, Ind.
Maxwell & Co., Bloomington, Ill.
Jno. H. Thomas & Co., Dayton, O.
Judd & White, New-Haven, Ct.
David Bugbee & Co., Bangor, Me.
R. G. Wynkoop & Co., Syracuse, N. Y.
J. B. Hoeger & Sons, Milwaukee, Wis.
Henry A. Young & Co., Boston, Mass.
J. K. Pratt, North-Middleboro, Mass.
Alfred Hollister & Co., Agents, Utica, N. Y.
Henry Miller, New-York City.
George W. Gleason, Columbus, O.
D. Appleton & Co., New-York City.
Lee & Shepard, Boston.
Lee, Shepard & Dillingham, New-York City.
P. O'Shea, New-York City.
Palmer, Bros. & Co., Dubuque, Iowa.
T. O. Stearns, Hamilton, N. Y.
E. P. Dutton & Co., New-York City.
Flagler & Merritt, Poughkeepsie, N. Y.
Phillips & Crew, Atlanta, Ga.
E. J. Goodrich, Oberlin, O.
Penfield, Whipple & Co., Hillsdale, Mich.
Scrantom & Wetmore, Rochester, N. Y.
L. E. Walker, Warsaw, N. Y.
J. B. Lippincott & Co., Philadelphia, Pa.
Theo. Butler & Son, Buffalo, N. Y.
Charles Allyn, New-London, Ct.
Knight, Adams & Co., Boston, Mass.
Wesley Jones, Burlington, Iowa.
E. B. Smith & Co., Detroit, Mich.
H. T. Clauder, Bethlehem, Pa.
Leggat Bros., New-York City.
A. F. Graves, Boston, Mass.
Williams, Sturges & Co., Knoxville, Tenn.
E. J. Hale & Son, New-York City.
T. J. Brown, Eager & Co., Toledo, O.
W. W. Swayne, Brooklyn, N. Y.
Gray, Baker & Co., St. Louis, Mo.
Wm. Ballantyne, Washington, D. C.
Jansen, McClurg & Co., Chicago, Ill.
D. C. Colesworthy, Boston, Mass.
N. Tibbals & Sons, New-York City.
R. J. Thiry, New-York City.
James Campbell, Boston, Mass.
J. R. Penn & Co., Austin, Texas.
Merrill, Hubbard & Co., Indianapolis, Ind.
S. K. Brobst & Co., Allentown, Pa.
John S. Jackson, Dallas, Texas.
A. W. Lovering, Boston, Mass.
American Sunday-School Union, New-York
City.
R. W. Bliss & Co., Hartford, Ct.
Grosvenor & Harger, Dubuque, Iowa.
S. A. Clarke & Co., Pittsburg, Pa.
Dayton & Arthur, Quincy, Ill.
W. Scott Glore, Louisville, Ky.
Sheehan & Co., Ann Harbor, Mich.
Siemon & Bro., Fort Wayne, Ind.
William Patton, Waterbury, Ct.
West & Co., Milwaukee, Wis. •

The Trade Dinner.

A VERY pleasant ending to the pleasant (two weeks' companionship of Niagara and New-York was had at the St. James, the Friday evening preceding the closing of the Fair, in the form of a trade dinner.

It was at first proposed that a dinner should be given to the visiting trade by the Eastern publishers; but it was found better to have it an affair of the Association, and the following Committee of Arrangements was accordingly appointed by the chairmen of the Executive and Assembly Committees:

Messrs. Charles A. Clapp (E. P. Dutton & Co.), Walter Appleton (D. Appleton & Co.), B. H. Ticknor (J. R. Osgood & Co.), Robert Porter (Porter & Coates), and Joseph Knight (H. B. Nims & Co.).

The dinner was served at seven in the evening, in the long dining-hall of the St. James, and to it some two hundred sat down, Mr. Randolph being at the head of the main table, and of course presiding, with Mr. Martin Taylor at the head of the table on his right and Mr. William Lee at the head of that on his left. The intimacy of the past fortnight had produced such a general acquaintance among the members of the trade that the utmost good feeling existed, every one knowing and talking with his neighbor, thus adding to the common enjoyment, and promoting the sociability intended by the meeting. An excellent dinner was served by the St. James' steward.

The after exercises were opened by Mr. Randolph, before the dinner itself was quite disposed of, by the remark that he would not follow the order of more formal occasions, but call upon members present to speak while the lighter dishes were still on the table. He himself spoke at some length, contrasting the past and present conditions of the trade, with allusion to the many prominent publishers that had passed away since he first entered the ranks. Fifty years ago, he said, samples of all American publications could be placed on a single rack, such as now occupy two entire floors in Clinton Hall, and hardly fully represent the American trade at that. This he instanced as an illustration of the "development theory," which was farther shown in the dusty piles of old books on the back shelves of old bookstores, the few still retaining popularity aptly illustrating the "survival of the fittest."

In conclusion, he gave the toast, "The American Book Trade," to which Mr. Jansen and Mr. Wesley Jones replied for the North-west and West, and others for different localities; Mr. Kimball, of the Lippincotts, in speaking for Philadelphia, making some remarks antagonistic to the reform, which were somewhat coldly received.

Some very happy responses were made by Mr. Holt, in speaking for his birth-place, New-England; by Mr. Barnes, in responding to the toast, "The Early Reform Movement," and by Mr. E. C. Stedman, the poet, on the relations of authors and publishers—the latter announcing his intention, as an author, to join the A. B. T. A.

Mr. J. W. Harper, Jr., was cordially received and warmly applauded, as was also Mr. William Lee.

In behalf of the stationery trade, Mr. Bainbridge spoke autobiographically, and Mr. Plummer read some verses, in which the names of stationery representatives at the Fair were cleverly interwoven. Colonel Waring also spoke for authorship; and both Col. Brown, of the *Post*, and Mr. Bowker, of the *WEEKLY*, for the press, the latter congratulating the trade on

the progress the reform had made since its first inception eighteen months ago.

Admirable attention was generally given the speakers, and loud and frequent applause greeted their rising and speaking.

A band was stationed at one end of the room, varying the programme most pleasantly.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

Expenses in the Book Business.

To the Editor of the Publishers' Weekly:

Will it not be a service to the entire trade, both buyers and sellers, to fully enumerate the items which make up the real expenses of doing a book business? Perhaps it will help solve the knotty "discount" problem, which, after all, reduces itself to the question, "What is a fair profit in bookselling?" Your correspondent "Facts," in No. 170 of the *WEEKLY*, puts the case with force and justness. Hundreds of dealers wake up to the "Facts" only when insolvency stares them in the face.

The wise ones will heed—"the simple pass on," and—SINK.

Every thorough merchant will include in his estimates the following items of expense:

RENT.

INSURANCE.

TAXES and Check Stamps.

INTEREST ON CAPITAL.

Fuel, Lights, etc.

FURNITURE, FIXTURES, Signs, etc.

FREIGHT, Boxes, and Drayage.

Wrapping-Paper, Twine, etc.

Postage, Telegraphing, and P. O. Box Rent.

Collections, Bank Interest, Exchange on Drafts, etc.

WAGES OF CLERKS, and for extra services.

PROPRIETORS' SERVICES.

OFFICE EXPENSES:

Catalogues for office use.

" " circulation.

Subscription to Commercial Agency.

Periodicals and Newspapers taken.

Blank-Books, Bill-Heads, and Office Stationery, including all used by salesmen also.

Toilet Expenses, Towels, Soap, Washing, etc.

Gratuities to Employees.

Charities.

ADVERTISING, Cards, Circulars, etc.

Traveling expenses to buy goods.

Traveling expenses to sell goods.

BAD DEBTS, including Counterfeit Money taken.

DEPRECIATION IN STOCK in store.

All of the above items go to make up the cost of the article sold as it leaves the dealer's hands, reckoning from invoice price to him.

Now let the retailer, bearing in mind the above necessary expenses,—small items as well as great—the time, patience, and persuasion which some sales require, the intelligence and experience demanded in the business,—answer the question whether he can afford to curtail the margin. Each dealer can work out the problem for himself.

The law of gravitation is no more inevitable in its operation than the law of ruin, in these times, to the merchant who fails properly to calculate his expenses. "FACTS," JUNIOR

The Booksellers' Movement.

(From the N. Y. Tribune, July 24.)

"INFINITE riches in a little room" might serve as the motto of the Booksellers' Fair. The current book production of this country, and much of that of England, is shown in a hall seventy-five feet by a hundred and fifty, and the book trade is like its commodity—*multum in parvo*. All of Shakespeare is put into a thousand pages, for fifty cents, and the book business of the country, whether by numbers or production, makes no great show in the statistical tables. The census gives no satisfactory information, and less than two years of organization has not given the trade time to gather its own figures for itself. The commercial agencies enroll 25,000 names as directly or indirectly concerned in the book business, but a recent canvass has shown that there are not five thousand who may fairly be ranked as booksellers, while three hundred is a liberal estimate of the book publishers of importance. At the Fair 35,000 samples are exhibited, and 5000 would be ample allowance for books unrepresented. Duplicates in extra bindings would bring this total down to 30,000, of which not more than two thirds are of American manufacture. What annual business these represent it is not yet possible to estimate closely, but the business in books is not nearly so large as that in the mere luxury of jewelry. The foremost firm in the trade makes less sales than any one of a dozen dry goods houses, and not more than five per cent probably of those of the leading firms in the latter business. The trade is prominently before the public, for that is its life, but its business bears small proportion to the comparative space it occupies in the newspapers. A competent authority has hazarded the opinion that this business might and should be increased nearly fifty per cent.

Yet the influence of the book trade is not to be estimated by statistical comparisons. Books may be taxed by weight, but the scales can never test their power. The bookdealers are themselves claiming rank next to the professions, and setting their shop next to the church and the school-house. To put the right book into the hands of the right man is to do much in education. And the next best thing to being a genius one's self is to strike the spark that shall kindle genius in another. A book-

seller may become a guide in literature; the most wholesome service for his community is within his scope if he has the brains just to interpret for his customers those words of Ruskin: "Do you know that if you read this you can not read that?"

The book trade has suffered much from a difficulty which has been general and growing since the war. The reckless desire to make sales, despite "profit and loss," on the one hand, and on the other that general proclivity of human nature to "buy cheap" at whatever cost, with our national fondness for bargains at whatever loss, have led, in the heat of competition, to much unsound trading. New-comers seeking the trade have obtained credit which manufacturers or jobbers were only too willing to give, kept only the paying stock of the day, and made their first prices so low that their expense account led them into bankruptcy—and these have forced wiser traders into the same unwisdom. Mr. Ruskin's political economy makes one point that we Americans may well study: sometimes we can't afford to "buy cheap." When goods are sold "below cost," somebody must "come to grief." The publisher and bookseller share much risk, and their profit must be considerable to allow margin for insurance. Otherwise the author will soon be in a bad way, and the public too. It is a good season in which the careful publisher finds one book in five really paying, and this must cover actual loss in two of the five. The splendid series of school-books, with which we surprised the world at Vienna, cost their publishers much more than the paper and ink they were made of—although some of the Western legislators are disposed to buy oil paintings for the cost of the canvas and the oil. The public has been trained to forget this, and to expect lower prices than could be safely given. Retail prices have in some cases been made higher than was necessary to cover abnormal discounts, and this has only increased the demoralization.

A well-stocked bookstore is desirable in every town. It can not be sustained without a reasonable margin of profit. It is, therefore, well for the public to pay this profit. If the book trade of the country, by fair means, can regain a living profit, it is well that it should do so. If it can give the public its books at an honest price to all alike, and possibly replace the unwholesome discount system by some ultimate reduction in the general retail price, so much the better. The movement which has produced the American Book Trade Association and organized the Book Fair seems to have the double purpose of promoting sound business principles and inspiring the trade with a real sense of the importance of its work. So long as it holds wisely to these aims it deserves the public support.

BOOKS RECEIVED.

QUEEN MARY, A DRAMA, by Alfred Tennyson. (James R. Osgood & Co.) We have in this work the fruit of Tennyson's mature genius, and his only effort in the dramatic line. The drama opens with the first whisperings of the Spanish alliance, and closes with the death of Mary and, the proclamation of Elizabeth as queen. It embraces a number of historical characters of the period, but seeks chiefly to

present "Bloody Mary" in a little more favorable and more womanly light than that in which the stern judgment of history has enveloped her. Her idolatry for Philip of Spain is dwelt upon, and some sympathy created for her broken heart and wretched death. The genius of Tennyson, however, can scarcely render the unpoetical character of Mary poetic, or brighten up the monotonous darkness of this period. His poem appears to have caught the sombre hue of his subject; it is so free from the rich imagery and warm tenderness which pervades every thing else we have had from him. Indeed, it seems more courtesy to call it poetry, it is so clear, strong, and incisive in language, so free from ornament, and so simple in phrase and construction. It reveals in the poet a new power, and offers a picture of Mary Tudor and the noted characters of her reign, as vivid and correct probably as pen has ever drawn. 12mo, cloth, \$1.50.

A SUMMER PARISH, by Henry Ward Beecher. (J. B. Ford & Co.) This volume is made up of a number of the sermons Mr. Beecher preached in past summers in his vacations at the "Twin Mountain House" in New-Hampshire. They were phonographically reported at the time by T. J. Ellinwood, and may therefore be relied upon as correct. A very good photograph of Mr. Beecher, by Rockwood, adorns the book. 12mo, cloth, \$1.50.

A DOUBLE WEDDING, by Mrs. C. A. Warfield. (T. B. Peterson & Bro.) As the author of "The Household of Bouverie," Mrs. Warfield will be most readily recognized. Those who admired her first work will find even greater pleasure in this one. It is an American story of the South just before the rebellion, and contains some very excellent characterizations of Southerners and foreigners. The plot of the story is good; the dialogue bright and witty, and the book altogether a very readable one. There is not the slightest doubt either about it being a new book, and not an antiquated, forgotten friend, rechristened and rehabilitated. 12mo, cloth, \$1.75.

SIGNA, by "Ouida." (J. B. Lippincott & Co.) Italian life and character, as developed among the very lowest of the Tuscan peasantry, is the subject of "Ouida's" novel. Both the scene of the story and the hero are called "Signa." The hero, a waif, develops in ignorance and poverty into a great musical genius. He finds his way to the great cities, loves unworthily, and dies miserably. The story is nothing as a story, having but a thread of a plot, but as a succession of brilliant, glowing, gorgeous pictures of scenery and people it is unique. One is fairly surfeited with descriptions, and "words, words, words," which seem to glow and burn, and which scintillate through the text in a passionate, daring fashion that is rather alarming. We hope it will not injure the sale of the novel to state that it is one of "Ouida's" efforts towards something better and higher—in fact, a novel with a moral. 12mo, cloth, \$2.

ISEULTE, by the author of "Vera." (Harper & Bros.) French in scene, character, and sentiment, this novel offers a clever though not very forcible picture of French life in the provinces, and the story of a woman's love and sacrifices, somewhat weak and sentimental and yet readable. 8vo, paper, 50 cents.

THE LADY SUPERIOR, by Eliza F. Pollard. (Harper & Bros.) A novel that the experienced and jaded novel-reader will delight to get hold of. Full of characters and incidents, and descriptions of continental life, with plenty of love-making, and any amount of witty conversation; one of the best novels out. 8vo, paper, 50 cents.

JOCELYN'S MISTAKE, by Mrs. J. K. Spender. (James R. Osgood & Co.) The chief characteristic of this novel, a work of more than ordinary power, is the careful and discriminating analysis of character it presents. The story is a long one, with the interest centred in but a few persons, who are so strongly marked, so original in thought and action, and so cleverly kept before the reader, that he will not care to skip a page or a paragraph even. The scene is laid in England; the time, the present. 8vo, paper, 75 cents.

WITHIN AN ACE, by Mrs. C. Jenkin. (Henry Holt & Co.) The young lady of this story, who comes "within an ace" of losing the love and devotion of one of the best husbands, is one of Mrs. Jenkins' favorite heroines. Pretty, graceful, willful, and brilliantly gifted, she carries off the love of the hero, a French count, who finds himself at home in Scotland, in the family of a rich lawyer, where the attractions are so many and so great he can scarcely tear himself away. "Catty," the naughty heroine, wins him unconsciously, and goes to live in France, where she meets some very clever and odd people, and works out her destiny in a very satisfactory manner to the reader. "Leisure Hour Series." 16mo, \$1.25.

THE FRENCH AT HOME, by Albert Rhodes. (Dodd & Mead.) Six bright sketches of the French as they are at home, written by one who has lived among them and apparently observed with intelligence and without prejudice. The sketches are named "Character," "Gallantry," "French Living," "A Day with the Painters," "Words and Phrases," and "The Rag-Picker." Each one is a gem in itself—witty, piquant, keenly critical, yet genial and good-humored. The little book is illustrated with some very clever little drawings of figures taken from Parisian low life. Uniform with "Little Classics" and the "Saunterer's Series." 16mo, cloth, red edges, \$1.25.

CHILDHOOD: The Text-Book of the Age, by Rev. W. F. Crafts. (Lee & Shepard.) A charming book for parents, teachers, and lovers of childhood. It is particularly devoted to childhood, and contains both theoretical matter relative to the moral and intellectual development of children, and considerable data of an amusing kind, such as a "Childhood's Dictionary," containing 96 striking definitions from the lips of little children; "A Cabinet of Specimens" (children's characteristic sayings and doings), and six hundred incidents of child-life. There is also a chapter on the Kindergarten, by Mrs. W. F. Crafts. 12mo, cloth, \$1.50.

FRONDES AGRESTES: Readings in "Modern Painters," by Ruskin. (John Wiley & Son.) These are selections from one of Ruskin's earliest works, given in this form, that the book may be accessible to general readers, and also of use and interest to them; the complete work having much in it of only special interest. 12mo, cloth, \$1.

Suspension of J. B. Ford & Co.

ON account of financial embarrassments, the house of J. B. Ford & Co. was obliged to suspend business on Thursday, which suspension was announced in the following cards, sent respectively to the creditors of the house and (as a necessary consequence of the publicity given the matter by some creditor) to the New-York daily papers:

PUBLISHING HOUSE OF J. B. FORD & CO., }
NEW-YORK, July 26, 1875.

MESSRS. ———

DEAR SIR: We regret to inform you that circumstances have rendered it necessary for us to ask the advice and assistance of our creditors. These are not to be confounded with those of The Christian Union Publishing Company, which is a separate organization, and perfectly good for all it owes. We therefore invite you to attend a meeting of our creditors, at room No. 7 in this building (No. 27 Park Place), on Thursday morning, July 29, at 11 o'clock.

Very respectfully, J. B. FORD & CO.

The publication in an evening paper of statements concerning the affairs of J. B. Ford & Co., together with a private notice to their creditors, being, as guess statements usually are, partly true and partly false, Messrs. Ford & Co. prefer to give the facts, rather than to leave the matter to conjecture.

The depression of their book business, in common with that of the trade at large, has continued from the panic of 1873 to the present time. And this has been accompanied by various special aggravations, among which was a fire in their bindery last February, which destroyed the result of many months' work, and paralyzed their spring sales. It has finally resulted in the present condition of affairs. The assets of the concern, at bare cost, exceed their liabilities by more than \$80,000; but, as it is impossible, in the present state of the market, to realize on these fast enough to meet obligations as they mature, the firm decided upon a temporary suspension of payment, in order to protect all their creditors, while taking advice of them as to the best course to pursue. It is to be regretted that, in the present condition of this affair, any one of the creditors should have made public the invitation to a private and informal consultation.

As to *The Christian Union*, of which the Rev. Henry Ward Beecher is editor, it has always been, and still is, the property of The Christian Union Publishing Company. It is sustained by ample capital and a large patronage. Its condition is sound, and its prospects bright. The statement that it has lost ground since the trial is not true. Messrs. Ford & Co.'s connection with it is simply that, besides being stockholders in the company, they have been employed as publishers of the paper. The culmination of their own difficulties made it expedient that they should resign that charge, which they have done, and after the 15th of August the business of the paper will be transacted by their successors.

This change will enable Ford & Co. to devote their entire time and energies to their book trade, which is a large and valuable one, especially in the publication and sale of works by subscription. If they can make with their creditors such reasonable arrangement as their circumstances require, they have no fear but that they will recover the ground temporarily lost.

J. B. FORD & CO.

At the meeting referred to, a statement of the affairs was presented, showing an excess of assets (including works in course of preparation) over liabilities of \$88,495.77, and a committee was appointed, on behalf of the creditors, to examine the books of the house, and to draw up a paper of composition, to be presented the creditors for signature.

The liabilities show a total of \$236,455.69, and the assets, reckoning books preparing for publication at cost, of \$324,951.46, according to this statement; and the firm claim that, if they are allowed a moderate extension, all the creditors will be satisfied, and this important business be successfully continued. It is sincerely to be hoped that this may be the case, for the crippling of so enterprising a firm would be a general misfortune.

STATIONERY NOTES.

MESSRS. B. & P. LAWRENCE, of No. 49 Maiden lane, New-York, will sell at auction on Tuesday, August 3d, at the Clinton Hall Sale Rooms, by Messrs. Leavitt, one hundred thousand dollars' worth of stationery; the sale to begin at nine o'clock A.M. The entire invoice was imported by Messrs. Lawrence for their own trade, and consists entirely of the finest grades of goods. For the terms of the sale we refer to the advertisement on another page.

MR. ALBERT B. YOHN, of Yohn & Porter, Indianapolis, has shown us his admirable trade-list, compiled from the catalogues of all the manufacturers and dealers in the United States. This list has been the work of several years, and it has been made thoroughly complete in all particulars. As a work of reference, it is unequalled, and reflects infinite credit upon the untiring energy and industry of the compiler. If stationers in general would compile such lists for themselves, they would have a better command of their trade, and much letter-writing would be saved. The catalogues are cut and arranged in a large-size ledger and several scrap-books (for specialties), and any article wanted may be referred to without loss of time. All the manufacturers of the same article are together, so that any difference in quality, style, or prices may be readily noted. The compilation is unique, and of great value to its possessor.

A NEW toy has been put upon the market by the Orange Judd Co., known as Crandall's Manerie. This new toy is after the style of the famous acrobats, and consists of six animals, which are susceptible of numerous transformations. The price is \$2 per box.

MESSRS. MERRILL, HUBBARD & CO., of Indianapolis, have just issued a new slate cover. The cover is like the back and sides of a book, between which the slate is placed and secured with a few small staples. The cover protects the slate thoroughly, and presents a neat appearance.

THE compositors and bookbinders employed in D. Appleton & Co.'s establishment, in the Eastern District of Brooklyn, went on their annual excursion last Saturday to Oriental Grove. The employees of the press-room had their annual picnic at Dudley's Grove.

THE annual picnic of the employees of Messrs. Anderson & Cameron took place on the 28th of June, at Silver Lake, Staten Island. The occasion was greatly enjoyed by all present.

Stationery at the Book Fair.

AMONG the stationers who were not mentioned in our last article, on account of their late appearance, were Lewis Pattberg & Bros., who exhibited a fine line of fancy picture-frames, fire-metal work, etc. etc.; Koch, Sons & Co., blank-books, portfolios, albums, etc.; Morris Rubens & Co., pocket-books; Kaufmann & Jonas, pictures, ornaments, and fancy papers; F. H. Dunkinson & Co., foreign writing papers and fine envelopes, also Royal Irish Linen papers; Charles S. Plummer, from Newark, New-Jersey, formerly with the Cornwell Manufacturing

Company, a fine line of stationers' goods, such as bill-holders, clips, newspaper files, arm-rests, etc. Mr. Willy Wallach made a specialty of marqueterie backgammon boards, inlaid black-walnut and maple, also cut-glass ink-stands and paper-weights. Aikin, Lambert & Co., a full line of gold pens; Ed. Todd & Co. also displayed gold pens. Messrs. E. I. Horsman, New-York, and Milton Bradley & Co., of Springfield, and Selchow & Co., all had full lines of games. The Morgan Envelope Company, fancy papers and envelopes. John Gladding & Son, of Philadelphia, a great variety of diaries. The Worthy Paper Company, of Mittenague, had a fine assortment of papers. John D. Emack exhibited all his specialties, and Messrs. P. F. Van Everen made a fine display of book-covers and library numbers. The Claremont Manufacturing Company showed a full line of pocket-books, etc.

The stationers generally are satisfied with the result of the Fair. Most of the trade took part in it, and such houses as did not, regret their failure to do so. It is thought that next year stationery will be as fully represented as the book interest.

The display of fancy goods at the Fair was an important element of the exhibition. The fancy glass inkstands and paper-weights displayed by Charles D. Pratt and Willy Wallach were greatly admired, and met with a ready sale.

A first-class article always meets with a ready sale. This is particularly the case with "Ye Centennial Paper." Mr. Bainbridge states that during the Fair over two dozen orders were taken for it, amounting to nearly \$10,000. "Ye Centennial paper" is as well adapted for printing as for writing.

A full line of American pocket-books shown at the Fair by Henry Levys & Co. attracted considerable attention. Competent judges expressed the opinion that they were equal in every respect to the best imported goods. This is a new line of industry, and it promises to become important and profitable.

Copying pencils promise to become very popular. Rehbach's, imported by Willy Wallach, were the first upon the market, but the Fair has been the means of introducing several of American manufacture, which are said to be equal to the foreign. Large quantities of both the American and foreign pencils were sold.

Some of the handsomest goods at the Fair were the photograph albums. The sale of these goods was once confined to the book trade, but now they are considered a portion of every stationer's stock. Some of the larger styles sold well.

A "Fair" Epic.

BY C. S. PLUMMER.

THERE are wine-cellars, and damp cellars, and sellers of men,
There are sellers of stationery that's sold once again.

The trade of the great sale of Leavitt & Co. is a sale quite immense, as all of you know.

The bustle of business on the second back floor

Has increased as the buyers in dozens up-pour.

The sellers, like flies round any thing sweet,
Drag along their poor victims by the soles of their feet;

And when trade is dull, and they find none to bother,

They immediately turn round and commence selling each other.

We see eight or ten pirates grab hold of friend Ayres,

And he leaves his large number of dead on the stairs.

But what's that hubbub? who loudly cries *Fire*?

Why, it's a false alarm now; it's only friend Geyer—

The packer and shipper, and editor as well,
Who for the trade paper all news tries to tell.

The genial Charles, of the Bainbridge fam-ly,
Yells "Centennial, Centennial!" in a very high key.

J. L. St. John at the next table brings
Importations of instruments, paper, and things;
Then Dunkinson & Co., represented by Fred,
Crushing paper in hand, till his face is quite red.

The long table next, of Louis Prang & Co.,
Has a large line of pictures, called the oily chromo.

The next thing in turn is a "big thing on Sneider,"

Who sells the best hand-stamps, and drinks nothing but cider.

Pocket-books, ladies' belts, card-cases, all fine,
From Cahm & Zinn—the most beautiful line.

Then Taber, of New-Bedford, comes next in the line,

With every thing artistic, and handsome to shine.

But who is that gent with the long auburn hair?

Why, Cameron, with Anderson, the friend of the fair.

There, too, are Levys & Son, represented by Zender,

A member of the church—never goes on a ben-der.

Albums, 'scopes, pictures, by Anthony's large firm,

Are sold at such prices as to make every one squirm.

And next, on the sly, selling goods like the "debble,"

The agents from the large house of John Q. Preble.

Chamberlin, Whitmore & Co., we would here try to mention;

To their envelopes and paper, call your particular attention.

Though Shakespeare has written, "Mark me, Hamlet,"

He meant nothing personal of Richard Ben-nett,

Of the large manufactory of R. Dovell's Son,
Selling ink by the car-load, and wax by the ton.

Little Jim Walker, of Aiken, Lambert & Co.,
Selling pens in New-York, and the great Chi-ca-go.

Massasoit, and Springfield, and Morgan are here,

The Plympton, and Whiting, and Worthy ap-pear,

With paper in boxes, and pictures on top,
To tempt the unwary, if brought to a stop.

Sam Raynor & Co., with a superior fine stock,
At prices so low as to give one a shock.

And Lewis Pattberg, in a wild *frame* of mind—
A trifle too early to sell frames of this kind.
Liebenroth, Von Auw, with the Graham (well)
"bread,"

Whose politeness proverbial, is everywhere
shed.

A nice line of leather goods, but cheap for
"a' that,"

Displayed by the Abbott, from 'Charlie D.
Pratt;

And the tall Dinsmore, with Carter's fine inks,
Stands ready to set up his liquids for drinks;
And near him "Big Bonanza," Powers by
name,

With Mundy, his right-bower, both of great
fame.

On the ragged edge of some great despair,
Stands Stevens, from Wallach's, tearing his
hair.

There's Irish (from Levy's), *not* of the Green
Isle,

Just out of a band-box, in his usual style;

While Plummer, with clips, and his practical
jokes,

Goes down on the floor for the purchase of
books.

While creeping around, working hard on the
sly,

Are some sharp outsiders—I state this with a
sigh—

Selling goods on the quiet, and paying no rent
here,

Expecting friend Leavitt with a club to appear,
Although some reporters are considered quite
infernal.

This applies *not* to the WEEKLY, a very *strong*
journal.

All have their books, and lead-pencils as well,
And they write, and they scratch, and they
scratch like—*well*,

If names have been skipped or forgotten this
time,

The excuse must be evident—their names would
not rhyme.

LITERARY AND TRADE NEWS.

WHAT Sunday-schools need, and where and at what cost these needs can be supplied, is pertinently answered by Messrs. Yohn & Porter, of Indianapolis, in a little pamphlet published by them, giving a "Price-list of Sunday-School Requisites." The list is very carefully and accurately compiled, and is quite full, both in the number of reference-books suggested for the aid of teachers and superintendents, and in the various maps, charts, etc., which now form so important a part in the successful working of the schools. Messrs. Yohn & Porter issue the list for the benefit of their customers, and keep in stock all the articles included in it.

To supplement their recently issued "Twelve Months in Madagascar," the Messrs. Carter have published a map of the central provinces of the island, prepared by the Rev. Jos. Mullens. The map is most carefully and admirably drawn on a large scale, so that it gives a very clear idea of the field of missionary labor, thus adding much to the value of the work.

It is stated that the late Bulwer-Lytton left a large quantity of MSS., which will serve as notes for a biographical memoir which the present 'ord is editing and preparing for the press. He also preparing for the press the novel left un-

finished by his father, which will be ready in the autumn. Pausanias is said to figure in the plot, and there is a description of the battle of Plataea.

A NEW volume by George Henry Lewes is just out abroad, "On Actors and Acting."

MR. WILLIAM H. WHEILDON'S "New History of the Battle of Bunker Hill" has reached a second edition, and he has in preparation "Beacon Hill: the Beacon and the Monument."

MR. SMILES has nearly ready a work, to be entitled "Thrift," which will form a companion volume to his popular illustrations of "Character" and "Self-Help."

THERE is a new novel, "Told in the Twilight," by Mrs. Henry Wood.

BUSINESS FOR SALE.

BOOK and Stationery Store for sale, in Burlington, Iowa, established for nearly twenty years: only one other (Mr. Jones') bookstore in the town. Stock and fixtures about \$8000, in very good condition. Apply to JAMES LOVE, Bookseller, Burlington, Iowa.

SITUATIONS WANTED.

A GENTLEMAN (33 years of age), having had large experience as a photographic amanuensis and business correspondent, who is a good proof-reader, and has a large knowledge of books, desires some literary or publishing work. Address, ALBUS, *Publishers' Weekly* Office.

A YOUNG man, twenty-two years of age, acquainted with the retail book business and a good penman, desires a position in a retail bookstore. Address D. C. HEATH, 678 Broadway, New-York.

THE advertiser, who has been for eleven years in the book trade in England, France, and Germany, desires employment. Best references. Address J. F., *Publishers' Weekly* Office.

TO THE CATHOLIC BOOK TRADE.

SITUATION WANTED by a young man, 28 years of age; has several years' experience in the Catholic Book Trade, wholesale and retail, also a general knowledge of business. Present position not permanent; reasons given: first-class references from present and former employers. Address, M. L. B., *Publishers' Weekly* Office.

BOOKS WANTED

E. STEIGER, 22 & 24 FRANKFORT ST., NEW-YORK.

1 American Journal of the Medical Sciences (Lea, Philadelphia), from Vol. 11 to 42 inclusive.

WM. F. GILL & Co., BOSTON.

Pictures of English Life. Folio. Illustrated with full-page designs. English edition.

A. W. NICOLL, 7 WARREN STREET, ROOMS 4 & 5, NEW-YORK.

The life and times, or writings, or some thing of that kind, of Tim Pickering.

POTT, YOUNG & Co., NEW-YORK.

Bampton Lectures for following years: 1781, 1783, 1788, 1793, 1794, 1805, 1806, 1810, 1827, 1829, 1831, 1833, 1838, 1839, 1844, 1850, 1851, 1853, 1856, 1857. State condition and price.

BOOKS FOR SALE.

3 copies vol. I. Napoleon's Caesar. Cloth.

3 copies vol. I. and II. Prescott's Philip II. Cloth.

Indiana Farmer and Gardener. Edited by Henry Ward Beecher. 2 vols., 1845-6.

Ship-Building. Long 4to, with plates. In German. 1629.

Appleton's Annual Cyclopaedia, 1870. Half russa.

Columbiad, by Joel Barlow. 4to, full calf, with plates. 1807.

Roorbach's Catalogue, 1820 to 1852. Sheep.

JAMES LOVE, Burlington, Iowa

1 Elliot's Debates on the Federal Constitution. 3 vols. full bound, price \$5, postage prepaid.

Strickland & Co., Oakland, Cal

To Dealers in School-Books and School Materials.

The New School Edition of the **AMERICAN EDUCATIONAL CATALOGUE**, now in its sixth year, will be issued in July, and will contain an entirely revised complete Reference List of School Books, with retail prices for 1875-1876.

The List will be arranged as usual, according to special branches; such as Algebra, Arithmetic, Astronomy, Composition, Dictionaries, Elocution, English Grammar, French, Geography, German, Greek, History, Latin, Philosophy—Natural and Mental, Primers, Readers, etc., etc., with numerous cross-references. Thus information on any branch can be obtained at a glance.

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NOTES IN SEASON.

A VOLUME by Rev. Wm. Taylor, the American evangelist who has spent the last twenty years in spreading the Gospel in heathen lands, will soon be issued by Nelson & Phillips, describing his seven years' "Campaign in India."

THE first book on Hurd & Houghton's list for the coming season is a volume by Mr. A. T. Russell, of Cincinnati, called "Library Notes." It is not a manual for librarians, but a series of essays—on such Emersonian subjects as "Types," "Contrasts," etc.—chiefly made up of quotations from the great authors, so woven together by the writer of the book as to make very pleasant reading.

MACMILLAN & Co. will issue early in the fall a volume by Prof. R. C. Jebb, recently Public Orator at the University of Cambridge, and just elected to the chair of Greek in that at Glasgow. It is upon "The Attic Orators," and deals biographically and critically with the great orators of Greece and their orations.

DODD & MEAD are to publish a volume of short passages, arranged one for each day in the year, by the Rev. T. De Witt Talmage. They are selected from his writings and sermons, and are intended as a help to daily religious life. Also another book by Mrs. Charles, the author of the "Schönberg-Cotta Family," a story of modern life. And a little book on "Common Sense in the Management of the Stomach," by a well-known London physician.

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Greeley's "Recollections of a Busy Life," their first book, sold about 10,000 copies; Woodruff's "Trotting Horse of America," 15,000; Bryant's "Library of Poetry and Song" has, in four years, sold about 60,000, and is still a favorite book; Miss Beecher's "American Woman's Home" (since, with additions, called "The Housekeeper's Manual"), ranges at about 40,000; Mrs. Stowe's "My Wife and I" is selling its fifty-fifth thousand, and her "We and Our Neighbors," not two months out, has sold over 25,000 already. The single volume of Mr. Beecher's "Life of Jesus the Christ" sold very widely, reimbursing the original cost and making a handsome profit; had the book been issued promptly, or the second volume followed the first without delay, there would have been no trouble with it. Eggleston's "Christ in Art" (with the Bida illustrations) sold 5000 the first sixty days, and the second 5000 is nearly exhausted; it sells rapidly, and promises handsomely for the fall.

These are only some of their successful books, but they happen to be the precise ones selected by the newspapers for parade as failures! We believe the firm have it to say that they never have issued a book which did not at least pay for itself—which is no bad record for wise publishing.

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ALPHABETICAL LIST OF BOOKS JUST PUBLISHED.

The Prices in this List are for cloth lettered, unless otherwise indicated. Imported books are marked with an asterisk: Authors' and Subscription Books, or Books published at net prices, with two asterisks.

- Addison.**—A Treatise on the Law of Contracts. By C. G. Addison, author of the "Law of Torts." 3d American from 7th London ed. of Lewis W. Cave. By James Appleton Morgan, of the New-York Bar, author of the "Law of Literature," etc. Vol. 1. 8°, pp. xxxv, 771. Shp., \$7.50.....*Cockcroft.*
- Agnew.** See Seguin.
- Albany** Female Academy, Exercises of the Alumnae of, on their Thirty-fourth Anniversary, Thursday, June 17, 1875. 8°, pp. 31. Pap., 50 c.....*Munsell.*
- Allan.** See Van Nostrand's Science Series.
- Austin.**—The Woman and the Queen: A Ballad, and Other Specimens of Verse. By Arthur W. Austin, of West Roxbury, Mass. 12°, pp. 98. 75 c.....*Williams.*
- Barrows.**—Roland of Algenon, and other Poems. The Labors of one Year. By Albert Bradburn Barrows. 18°, pp. 207. \$1.....*Williams.*
- Beecher Trial.**—Theodore Tilton vs. Henry Ward Beecher. Action for Crim. Con. Tried in the City Court of Brooklyn, Chief-Justice Neilson presiding. Verbatim Report. Parts 12-18. Roy. 8°. Pap., ea., 50 c.—Same, Vol. 3. Embracing Parts 12-18. Roy. 8°. \$3.50; shp., \$4.....*McD., C. & Co.*
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- Cave.** See Addison.
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- Cruikshank.**—My Sketch-Book. By George Cruikshank. Obl. folio. Half bd., \$6; India pap., \$12.....*Sabin.*
- Dana.**—Oration at Lexington, April 19, 1875. By Richard Henry Dana, Jr. 8°, pp. 19. 25 c.....*Lockwood, B. & Co.*
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The Book Fair System.

WITH the exception of three or four of the smaller accounts, the returns of the Book Fair are now all in, and the total is considerably beyond the estimates we gave in our last issue.

The amount of sales exceeds \$300,000. Probably \$100,000 more was sold at the stores during the Fair; but the Fair total alone is considerably beyond the expectations of most of the trade.

Although many of the smaller houses in the miscellaneous trade sold very little, these figures show that the Fair was a success in sales, as well as in its indirect results—notwithstanding it was a first experiment, evidently at the wrong time of the year, and that many buyers did not look upon it as of sufficient importance to attend.

The question now directly before the trade is as to the system in future. That the idea of the Fair, especially as a substitute for the trade sales, is excellent, we have seen but one person in the trade who disputes. The only advantage of the trade sales was to raise money for those who needed advances to carry the large stock an enterprising publisher must print up at the commencement of the season. So far as all other advantages were concerned, they were worse than useless. They did not get the best of the trade together, and those who did come had no chance to exchange views with each other or with the publishers; they did not promote personal acquaintanceship between different classes of the trade; they were a direct encouragement to overstocking and underselling; they tended to lock up the retailers' capi-

tal; and the publisher had no assurance but that his books might be slaughtered, while he must pay a considerable commission and the expense of cataloguing besides.

This was the auction system. The publisher who should encourage such a system now would be a generation behind the age. It would be at once a confession of financial weakness that must resort to extreme measures, and a declaration that he cared nothing for the general interests of the trade.

The Fair system, then, whatever modifications be made in it, is likely to continue in vogue so long as publishers recognize the desirability of meeting the booksellers face to face, showing them their stocks, exchanging views and business inspiration, and starting off the fall business with large sales, whose proceeds may be converted into immediately available funds. Each and all of these advantages the Fair system promotes, as none other yet devised seems to. The question is, how to improve on the plan of the first.

There is no doubt that the first Fair was held at the wrong time. It is agreed with unanimity that *the* Fair of the year must be late in September or early in October, when the miscellaneous dealers are ready to lay in their fall and holiday stocks, and when those who sell school-books may order their secondary lines. This is practically settled. It does not seem wise to attempt to meet the first rush of school-book business by a Fair, which is not consonant with the present method of doing business in school-books. That the publishers will some day change that method, it is sincerely to be hoped. That fall Fair will be enough; it is not well to try to gather the trade more than once in a season, and we are by no means sure but that one sale a year will be the best plan, after all. One experienced publisher estimates that, at such a Fair, at least \$1,000,000 might be sold. On the other hand, one of the trade financiers claims that this amount of credit could not be allowed without danger, and that two sales would therefore be necessary. The notes would fall due awkwardly in the dull season; but this has not prevented spring trade sales.

A spring Fair is, however, a question for discussion, and possibly experiment. It is more important just now to consider the possible supplementary Fair in October this year as an exception, by reason of the mistake made in the date of the first. It is evident that much of the miscellaneous and most of the holiday trade was not reached at all by the previous Fair, and probably \$100,000 worth of goods might be sold.

It would not, however, be fair to the jobbers, who bought largely at the first Fair, to interfere with their disposing of what they bought by a

Fair which they did not expect; nor should the Association run the risk, by a small and not successful Fair, of killing the goose that lays the golden egg. This is a matter to be decided by the sentiment of the trade at large, whom we invite to express their views on this feature, as well as on the general subject.

The next question is that of credits. There were many exceptions taken to the plan of indorsed notes, yet we are as yet by no means assured that any better financial basis for such a sale can be devised. It is true that long indorsed notes are bad things in these respects: that they tend to introduce the old and dangerous credit system, which has done enough harm already in this country; and that they weaken the house giving them, by putting them under the virtual obligation of becoming responsible "tit-for-tat" for their indorsers' paper, it may be at the time when they can least afford to take the risk. Yet the managers of the Fair act virtually as bankers, and nothing more is asked than is asked by any bank.

Some publishers advocate the plan of permitting each house to sell on its own responsibility as it sees fit, making individual terms and time to each buyer, as at the store, reducing the commission accordingly. This seems sensible, but it is said that many publishers were attracted to the sale chiefly by the opportunity afforded to sell generally with little risk. It is rather an imputation of weakness upon a buyer to ask him in your own store for indorsed notes; but he can make no objection to such being demanded under the present system of the Fair. If some combination of the two plans, giving an alternative, could be devised, that, it seems to us, would be best.

We come next to the managers' commissions. The five per cent on miscellaneous books was the sticking-point of the Fair. The three per cent additional for cash, let us say at once, is certainly a reasonable rate of discount for the five months, and there need be no question about this. But the general feeling undoubtedly was that five per cent was a high commission to pay simply for rent and such expenses, and the guarantee afforded by the Messrs. Leavitt's additional indorsement, which they gave when required.

It must be remembered, however, that this was much less than the publishers contributing to trade sale had been in the habit of paying, when prices averaged much lower, so that there was nothing to grumble at from their side.

The ten per cent covered cash, so that it was a difference between five and seven per cent. As there was much less expense in connection with the Fair—no outlay for auctioneers, night service, or the like—this five per cent may pos-

sibly be considerably reduced, in view especially of the much larger sales, on consultation between the Committee and the managers. Mr. Leavitt's own returns must be awaited to show how possible this may be. There is no doubt but that the five per cent extra proved a barrier to prevent many firms making the extra discounts they would otherwise have done, and many took the ground that the Fair should be managed more directly by the Association, which should pay a round sum for rent, expenses, and the services of the managers, to be divided *pro rata* among the publishers according to their sales. This might work, provided the individual system of credits were adopted; but there is an immense amount of work to be done in connection with any such sale, of which many critics do not stop to think. The single item of averaging the notes at the present Fair is a vast labor.

The Messrs. Leavitt talk of proposing the feature of an auction sale of remainders, etc., in connection with the Fair. We most earnestly protest, in the name of the trade, against any sort of return to the old trade-sale system, under whatever guise. If there is to be any auction, it should be only of what is acknowledged "dead stock," and would go upon the clearance counter—and a bookseller who knows his business usually has enough of this without seeking it at auctions. It is this stuff which has done so much to promote underselling and all the evils of the trade. The most economical thing a publisher can do with it often is to send it directly to the paper-mill, as one leading house did to the amount of \$20,000, not many years ago. Otherwise he locks up the capital of his own buyers with it, and clogs his own trade. Any auction which is not of such dead stock would be in direct opposition to the Fair; and even such a sale, we must confess, looks questionable.

All these points need to be discussed in full, and we again invite the expression of the views of the trade.

LETTERS TO THE EDITOR.

A Note from Mr. Aston.

SARATOGA SPRINGS, N. Y., July 23, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: Mr. A. F. Payne, of Payne, Holden & Co., of Dayton, O., and myself, were both under the weather at Niagara, and in consequence the Convention was not afflicted with our proportion of talk. This slight affliction on our part saved an inflection on that large and respectable body, of sundry things from two "pioneers" of the reform movement, for which loss the Convention should be thankful.

We were to start for the Fair to-day, but a telegram from Dayton called Mr. Payne home

to a sick-chamber. We felt that a full discount of half off to us would have been very desirable under this pressure; but, sad enough for us, none could be allowed, and we bear the whole burden alone. Happy at Niagara Falls with our brethren in counsel, our joy would have been full could we have met our friends at the Fair and there renewed our acquaintance, surrounded with all the helps in our reach to replenish our depleted stocks from the unlimited supplies there displayed by the publishers and stationers. We congratulate our "partners in distress" on the advantages they possess over us who have been denied the pleasure of meeting the full supplies and appropriating the *special terms* offered by our magnanimous publishers at the first book trade fair held in the United States. We, however, console ourselves that we have had a hand in achieving the victory, which never would have been won had we not fired off the first "Gunn" of the revolution at Cincinnati, O., and thereafter collected our heavy columbiads and monitors on the old battleground of Put-in-Bay, where the real battle of the revolution was successfully fought, and then again collecting our forces on the 13th, near the old battlefield of Chippewa, at Niagara Falls, where we can all claim to have taken part in the final victory.

Yours, ISAAC C. ASTON.

Underselling Outdone.

To the Editor of the Publishers' Weekly:

DEAR SIR: The principal book concerns have just held a solemn conclave at Niagara, and have discussed the weightier matters of the law. We desire to call your attention to one of the troubles of the retail bookseller. It is rather hard for a retail bookseller to get a living selling books, but is impossible when a bookseller in the same city offers the following inducements to customers:

EXTRAORDINARY INDUCEMENTS.

\$1.00! \$5.00! \$100.00! \$200.00!

TO BE GIVEN TO PURCHASERS.

THE CHEAPEST BOOKSTORE IN THE WORLD.

This is true, and can only be said of ———'s old bookstore. He has millions of books, which he is selling at figures that surprise all who call on him. All the standard and best works, ancient and modern—history, biography, fiction, poetry, juvenile books, and every thing that is or has been printed for the last century, can be found on his shelves. The best of all is that you can buy any of these at prices far below what the publishers charge. To make the inducements stronger than ever, and also to make business more lively, and as additional to the already low prices, I make the following propositions, which will be readily seen no other house in the book trade is doing:

An accurate account of cash shall be kept daily, and as fast as the cash sales amount to \$25, the party making the purchase which shall complete that amount, even though their patronage be but 25 cents, shall receive \$3. When the sales shall amount to \$100, the party making the purchase which completes that amount shall receive \$5. When the sales shall amount to \$500, the party making the purchase which shall complete that amount shall receive \$100. When the sales shall amount to \$10,000, the party making the purchase which completes that amount shall receive \$200.

In addition to these unusual inducements, I offer at prices below competition my immense stock of more than a million volumes, from the great London and New-York trade sales, including all the standard new works, and every variety of book published in the world, in every style of binding. Libraries purchased and supplied.

Let us see what is the effect of this style of advertising.

A gentleman goes into Mr. —'s bookstore, and asks for Mrs. Jameson's works, in ten volumes, the retail price of which is \$15. Mr. — asks the customer \$10 for the set. The gentleman says, "I am entitled to one dollar discount, having purchased ten dollars' worth of books. This, I believe, is what you offer on your new circular just issued." The gentleman takes the books, and a *receipted bill*, to avoid mistakes, the net amount of the bill reading nine dollars.

Now, Mr. Editor, can any bookseller afford to sell Mrs. Jameson's works for any such price, it being actually *less* than the publishers' *net* price to any retailer in the country? It seems manifestly unjust that the large publishing houses, such as Osgood & Co., Appleton, Lippincott, Harper Bros., Lee & Shepard, should sell any man who will offer their books at retail at the same price, or even less than they oblige booksellers to pay for them. And yet it is currently reported that there is no bookseller in the country to whom publishers are more anxious to sell their publications than to this same Mr. —, who seems to delight to sell books at any price, whether above or below cost, it matters not. Is it fair or is it just to the rest of the retailers?

Yours respectfully,

BOSTON BOOKSELLER.

BOOKS RECEIVED.

THE CHARACTER AND LOGICAL METHOD OF POLITICAL ECONOMY, by J. E. Cairnes, LL.D. (Harper & Bros.) This work is the epitome of many lectures, and the result of years of study and reflection. It is the most valuable work the world has yet had from Professor Cairnes, being, in the opinion of the *British Quarterly Review*, only "second in importance to the immortal treatises of Adam Smith and Mill." Professor Cairnes disclaims all pretense at enunciating any *new* method of conducting economic inquiries, his aim having been "to bring back the discussions of political economy to those tests and standards which were formerly considered the ultimate criteria of economic doctrine, but which have been completely lost sight of in many modern publications." With this view, he has endeavored to ascertain and clearly state the character of political economy as conceived by Smith, Malthus, Ricardo, and Mill, and to deduce the logical method appropriate thereto, fortifying his conclusions "by the analogy of the method which, in the physical sciences, has been fruitful of such remarkable results." The work should be in the hands of every student of the science. 12mo, cloth, \$2.50.

BRIC-A-BRAC SERIES, edited by Richard Henry Stoddard. PERSONAL REMINISCENCES OF O'KEEFFE, KELLY, AND TAYLOR. (Scribner, Armstrong & Co.) The dramatist, singer, and journalist whose names adorn the present "Bric-à-brac," were lights of the past century, and the intimate associates of many celebrities of the dramatic profession, and other artistic and literary stars. Their bulky autobiographies, containing anecdotes without number, and reminiscences of the stage, both before and behind the curtain, have been boiled down by Mr. Stoddard, with his usual success and discrimination, to a size one may attack without

fear of apoplexy from a surfeit of good things. The volume will rank as one of the most entertaining of the series. Sq. 12mo, cloth, \$1.50.

DEAD TO THE WORLD; OR, SIN AND ATONEMENT, by Carl Detlef. (William F. Gill & Co.) A very thrilling story of love and revenge, the entire action taking place in Russia. Life in a Russian palace, and in the very highest grades of nobility, is very vividly and powerfully drawn. The very strongest feelings are brought into play in the story, holding the attention of the reader with the most intense interest to the very end. 12mo, cloth, \$1.50.

FATED TO BE FREE, by Jean Ingelow. (Roberts Bros.) Jean Ingelow sends forth the American edition of her story with a very interesting preface, in which she explains the motive of her book, and the manner in which it is connected with her former work, "Off the Skel-ligs." She tells us that in neither has she "aimed at producing a work of art at all, but a piece of nature;" that she has attempted to beguile her readers into a sense of reality, to make them fancy they were reading "the unskillful chronicle of things that really occurred, rather than some invented story as interesting as I knew how to make it." This explanation will probably satisfy those who found in her former novel, and will probably find in this, a realism quite remarkable compared to her poems. Some of the same characters of "Off the Skel-ligs" appear again in this story, though this story opens long before the first, and continues on after the other finishes. 12mo, cloth, \$1.75.

SERMONS OUT OF CHURCH, by the author of "John Halifax." (Harper & Bros.) Six sermons are comprised in this volume, upon "What is Self-Sacrifice?" "Our often Infirmities," "How to Train up a Parent in the Way he should Go," "Benevolence—or Beneficence?" "My Brother's Keeper," "Gather up the Fragments." They should gain many readers. 12mo, cloth, \$1.50.

MISS ANGEL, by Miss Thackeray. (Harper & Bros.) The real story of Angelica Kaufmann, the celebrated artist, forms the groundwork of this novel. Her great success as an artist, the flattery lavished upon her by a court, her association with the great men of her day, her unhappy marriage, etc., offered sufficient material to the authoress for the construction of a very fine novel, without a very great strain upon her imagination. She has made the best use of her subject, drawing a number of very vivid pictures of the celebrities of a past century, and of the manners and customs of the time. 8vo, paper, illustrated, 75 cents.

POINT LACE AND DIAMONDS. Poems by George A. Baker, Jr., with illustrations by Addie Ledyard. (F. B. Patterson.) This is a cheap edition of a little volume that daily grows in favor. It is printed from the same plates, on cheaper paper, and is bound in white linen or cloth, ornamented on front cover with an etching of a lovely "society" young lady, in bows and frisettes, meditating upon the skeptical strains of the poet, a diminutive facsimile of his first volume being in her hand. The book presents a very pretty and dainty appearance. Sq. 16mo, \$1.50.

THE TREASURE TROVE SERIES, edited by R. H. Stoddard, compiled by W. S. Walsh. Vol. 1. BURLESQUE. (William F. Gill & Co.) The

object of this little series is to give the public in a handy form a number of sketches and stories, chiefly verging on the laughable or amusing, or even on the satirical, which are scattered through the works of well-known authors. In many cases, these stories have been probably forgotten for years, in others passed over in a hurried reading, and scarcely enjoyed. In this little volume the reader will find a real "treasure-trove," many of the sketches seeming like new friends as presented. The volume opens with a preface in Mr. Stoddard's most attractive style, introducing the specimens of wit and humor which follow, such as "The Noble Savage," by Dickens; "The Insanity of Cain," by Mary Mapes Dodge; "The Parish Revolution," by Hood; "A Day in the Academy," by "Happy Thought" Burnand, etc., etc. The volume is a little larger than "Little Classics," handsomely printed on tinted paper, red edged, and bound in cloth, with an appropriate stamp on the front cover—W. F. Gill & Co., digging, pick in hand, for "satire, travesty, and burlesque," golden chunks of which are revealed as just brought to the surface. 24mo, \$1.

LITTLE CLASSICS, edited by Rossiter Johnson. Vol. 14. LYRICAL POEMS. (James R. Osgood & Co.) A number of well-known and favorite poems make up this volume. A cursory glance betrays the names of Tennyson, Longfellow, Poe, Gray, Jean Ingelow, Milton, Buchanan Read, Browning, Wordsworth, Thackeray, and many others. So attractive a collection can scarcely be found contained in one volume. "Locksley Hall," "Drifting," "Fontenoy," "How they Brought the good News from Ghent to Aix," "Il Penseroso," etc., etc., are a few of the numerous gems we would like to mention. 24mo, cloth, \$1.

LOCKWOOD'S DIRECTORY OF THE PAPER MANUFACTURERS, 1875-76. (Howard Lockwood.) This, the second edition of a very valuable work, presents in its get-up and inside arrangement the same general appearance as the first edition, published in 1873. It contains, however, more matter than the former edition, and is improved vastly by the addition of a very comprehensive index to the entire work. It claims also to be much more correct than the edition of 1873, many obstacles then in the way of obtaining reliable information having been overcome. The various changes which have taken place in the past two years in the paper business and in the mills in the United States and Canada, are noted down, even to the smallest particulars; these details, added to the lists of mills, etc., which the work already contained, make it one of the utmost value and importance to every one at all connected with the trade. The paper, letter-press, etc., of the volume are all very handsome, the volume presenting a very fine appearance. 8vo, cloth, \$5.

A NINE DAYS' WONDER, by Hamilton Aldé. (James R. Osgood & Co.) This novelette was dramatized by the author before its publication, and produced as a play at a London theatre, where it achieved this past season a very great and marked success. The whole action of the story is comprised in nine days' time, and takes place in a villa near London, the principal actors in it being a rich East-Indian and his daughter, a "Mrs. Fitzroy," a widow and an adventuress, and her son, whom she has not seen since his birth scarcely. There are two

love affairs between these parties, out of which arise the conflicting elements which go to make up the story. 8vo, paper, 50 cents.

THE ORATION OF DEMOSTHENES ON THE CROWN, by Martin L. D'Ooge, Ph.D. (S. C. Griggs & Co.) One of the chief aims of the present edition of *De Corona* is to present in the most concise form possible the latest results of study and criticism upon this masterpiece of Athenian oratory, especially as found in the best approved editions of the German scholars. A second aim is to lead the student to study the oration as a finished rhetorical and literary production. As no encouragement is given to such as would make it a vehicle for teaching grammar, few grammatical notes will be found in it. The notes which are given relate principally to the style and structure of the oration. The book is very handsomely printed on fine tinted paper, and presents a very attractive appearance. 12mo, cloth, \$1.75.

MEMORIES: A Story of German Love, translated from the German, by George P. Upton. (Jansen, McClurg & Co.) A new edition, uniform with the "Saunterer's Series," of that pretty little German story, "a poem in prose," that made its way into favor upon its first appearance, and was noticed in this paper some months ago. 16mo, cloth, red edges, \$1.

FROM the Presbyterian Board of Publication we have received two little publications for the reading of the young people: "Mr. Warner's Household," by Marion Howard, 18mo, cloth, 55 cents. "Alice Dunbar," a story of the times of John Knox, by Lucy Spottswood, 18mo, cloth, 60 cents.

A DOMESTIC PROBLEM, by Mrs. A. M. Diaz. (James R. Osgood & Co.) The text of this little pamphlet is, "How may woman enjoy the delights of culture, and at the same time fulfill her duties to family and household." The book is suggestive, and written with intelligence and grace, but scarcely solves the problem. 16mo, paper, 50 cents.

ZEICHNEN-SCHULE (Drawing School), by Hugo Sebald. (Hugo Sebald, Phila.) Starting with the rudiments of the art, Mr. Sebald carries the scholar from the simplest forms of lines and curves, through their more complex combinations in outline drawing, to the study of the human figure, and thence to the principles of perspective, with some final remarks on the use of water and oil colors. In all these various stages, the student receives the most minute directions touching the topics presented, all of which are largely illustrated with drawings, both for imitation and illustration, and which are progressively graded so as to best help the learner. The book can be thoroughly commended as a needed help in art study. The text is in German. 4to, cloth, \$5; paper, \$4.

THE HOUSEHOLD OF BOUVERIE, by Mrs. C. A. Warfield. (T. B. Peterson & Bro.) As the Petersons have become the sole publishers of Mrs. Warfield's works, they issue a new edition of the above story, uniform with "A Double Wedding." It was so widely circulated on its first appearance some years ago, that scarcely any recommendation is needed for it now. It is known as one of the good readable novels. 12mo, cloth, \$1.75.

STATIONERY NOTES.

Publishers and manufacturers of novelties in either stationery or fancy goods should send us samples, in order to make sure of having them noticed. We would also be glad to receive, at all times, for publication any items of general information to the trade.

THE Stationer's Handbook for 1875-6 will be issued early in September. As the time is short, we would ask all who intend to contribute their catalogue or lists to forward them at the earliest possible moment. The first edition will be two thousand copies. The advertising space in the Handbook is being rapidly taken up. The circulars giving terms, directions, etc., for advertising have been issued to the trade, and those who have not received them can have them upon application. Subscription price, \$1.

THE sale of Messrs. B. & P. Lawrence of foreign and domestic stationery, by Messrs. George A. Leavitt & Co., auctioneers, began last Tuesday at Clinton Hall. The attendance throughout the sale was not so large as was anticipated, owing to the fact that most of the buyers who were in the city during the late Book Fair had departed for their homes. Among the firms represented, however, were Messrs. John G. Hodge & Co., of San Francisco; Ward & Gay, of Boston; Lippincott & Co., Philadelphia; Gray, Baker & Co., St. Louis; R. D. Pattison & Co., St. Louis, and others. The goods brought, upon an average, about fifty per cent of their value, after calculating the duties and the cost of importation.

MR. E. IRISH, of Messrs. Henry Levys & Co., will start upon his annual trip to the West next week. Besides the stock of fine goods he ordinarily travels with, he will take with him a line of new samples of pocket-books, wallets, etc., etc. His sample-box will be worth examination.

MR. CHARLES D. PRATT, No. 451 Broadway, now offers the trade a fine assortment of writing-desks of American manufacture. They are made of stained maple, rosewood, and ebony, inlaid with foreign woods and brass ornaments. In order to do the ornamentation, foreign workmen have been imported. The desks are thought equal to any thing now imported. They cost from \$4 to \$10.50 each.

MESSRS. A. & E. WALLACH, 451 Broadway, have introduced upon the market a new slate called the Patent German Parchment Slate. The slate itself is a prepared parchment surface, neatly framed in leather. Attached to it there is an extension pencil, and an eraser, with which the pencil-marks can be cleaned off with dampening the surface. The slate comes in various sizes.

FRÈRE'S Alphabetical Index has been introduced by Mr. Willy Wallach, Park Row. This index is intended for the use of insurance companies, banks, merchants, and all others requiring a convenient index or register for names. The index is the result of the experience of Mr. Thomas Frère, book-keeper of the Equitable Life Insurance Society of New-York, and the system has been in use for many years among the larger houses of the city. It is now for the first time offered for sale.

MR. ROBERT SNEIDER, John street, is rapidly becoming the leader of fashion in the matter of wedding stationery. He is now preparing a number of new styles of goods for the fall trade which, he assures us, shall surpass all his previous efforts. He promises that the designs shall be entirely new.

MESSRS. JOHN GLADDING & SON, of Philadelphia, sold at auction, by Messrs. George A. Leavitt & Co., auctioneers, during the past week a large invoice of diaries of their own manufacture. Fair prices were obtained.

THE Manhattan Book Company, 139 Eighth street, New-York, offer the trade their perforated manuscript, sermon, and legal paper at extraordinary discounts until the first of September.

A MANUFACTORY has recently been established in this city, by Messrs. L. Wolf & Co., of No. 54 Maiden lane, for the production of American pocket-book and leather novelties. The goods are perfect copies of the imported styles, and can not be detected as domestic. Messrs. Wolf & Co. also keep on hand a fine assortment of imported Vienna goods.

LITERARY AND TRADE NEWS.

MR. HENRY T. COATES, of the Philadelphia house, has made a book of selections from the "Best Authors in Prose and Poetry" in England, which his house has in press for speedy publication. The same firm also announces "The Handy Volume Poets," uniform in style with their Handy Volume Shakespeare, to be in ten volumes, and a number of juveniles for the coming season. Prof. Thompson's work on "Social Science" is reported to be meeting with much success, and is to be used as a textbook in some of our colleges and schools.

THE Appletons are well along with "Picturesque Europe," of which the first numbers will be issued early in the fall. This magnificent work will be completed in about sixty-five fifty-cent parts, making three volumes. Of these latter, the first will be devoted to Great Britain. Mr. Harry Fenn has been abroad more than two years sketching for this work, and several European artists have assisted him. All the sketches are new, and direct from nature. There will be one steel plate and many woodcuts to each part. We are requested to call attention to the fact that "Europe and Its Picturesque Views," now being canvassed, is quite another work of other publishers.

THE last additions made to "Harper's Library of Select Novels" are "Ward or Wife?" an exceedingly charming romance by an anonymous writer (25 cents); "Eglantine," by Eliza Tabor, written in the quiet, subdued style of "St. Olave's," and "The Blue Ribbon" (50 cents); and "Playing the Mischief," by J. W. De Forest, a story of an adventuress, who goes to Washington to push a claim for a mythical "barn" burnt in 1812. Her various intrigues with corrupt Congressmen form the chief topic of the story. 75 cents.

THE Nation turns up a very "odd trump" in referring to a novel lately issued by E. J. Hall & Son as "The Old Tramp." The Times credits a recent work of Mr. Ruskin to an eminent historian who would scarcely lay claim to it, by speaking of *Froude's Agrestes*.

A SCENE at the Book Fair: Attentive clerk showing the "points" of a new geography to an unknown gentleman who has "buyer" in his face. He calls special attention to "A great feature, sir,—our new relief maps." The buyer asks, "Are these original in this geography?" "Oh! yes," answers the young man promptly; and then, with just a perceptible trace of hesitation, "Y-e-s, or rather one other geography only has them." "What is that?" "Well, I believe there is a book, by a man named Blank, that has something like them." "Oh!" says the inquirer, evidently somewhat enlightened. He continues seated, examining the book quietly, and is presently accosted by a gentleman passing that way, "Why, how do you do, Mr. Blank?" That clerk wilts.

AN appreciative subscriber sends us \$3.20 for "the staff of life another year." That was so handsome a compliment that we came near sending the money back, and putting him on the free list. But we didn't.

ESTES & LAURIAT have just issued in their novel series several very good novels: "Open! Sesame!" by Florence Marryatt; "A Woman's Ransom," by Frederick William Robinson; and "Miss Rovel," by Victor Cherbuliez. They are all in uniform paper bindings, octavo, the first two selling for 75 cents each, and the last one for 50 cents.

A BIOGRAPHY of General Thomas, and a history of the Army of the Cumberland, are in preparation by Chaplain Van Horne, of the regular army.

THE Royal Society of London will soon issue its promised Catalogue of Memoirs and Papers which have appeared during the ten years from 1864 to 1873 in the various publications of Learned Societies and Scientific Magazines. The Royal Society has granted the necessary funds for the work, and it is expected that the Government will furnish the means for printing it, the same as they did for the volumes

(6) covering the period from 1800 to 1863 inclusive.

THE whole of the first edition of the first volume of M. Van Laun's new translation of Molière has been rapidly sold off. The Secretary of the Théâtre Français—the *maison de Molière*—has written to M. Van Laun to congratulate him upon the success of his efforts to spread a taste for the works of the great French dramatist among the countrymen of Shakespeare.

BUSINESS FOR SALE.

A FIRST-CLASS Book, Stationery, and Fancy Goods—stock of Goods complete—in a flourishing city of 10,000 inhabitants. No competition in the town. Terms, reasons for selling, references, etc., etc., made known to any parties that mean business. Address, H., care Publishers' Weekly.

SITUATIONS WANTED.

A YOUNG Lady, respectfully connected, with some knowledge of books, is desirous of obtaining employment in a Publisher's or Bookseller's Store. The best references. Address, A. B. C., 80 St. Mark's Place, New-York City.

THE advertiser, who has been long connected with the Book Trade, seeks evening employment in the compilation of catalogues, or other work of like character. Address, J. T., care of Publishers' Weekly.

BOOKS WANTED.

PORTER & COATES, 822 CHESTNUT ST., PHILADELPHIA.
Bishop's History of American Manufactures. 3 vols. 8vo.

J. P. N., 139 SOUTH 7th ST., PHILADELPHIA.
Names and prices of any Books relating to the late Rebellion.

BOOKS FOR SALE.

A LARGE quantity of second-hand Preparatory School and College Text-Books for sale at one half price. Send list of books wanted and get prices.

JAMES CAMPBELL,
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Prang's Natural History Series:—Animals and Plants in their Natural Colors arranged for Object Lessons, by Calkins, 18 sets small pictures in envelopes (12 pictures), \$7.20, or per set, 40 c. —18 sets of holders, 90 c., or, per set, 5 c. —14 large plates, \$3.50, or per plate, 25 c. —Manual, 50 c. —Aids for Object Teaching, Trades and Occupations, 12 plates, \$5; or, sep., 50 c. ea. —Manual by Calkins. *Pra.*
Schofield's National School Tablets, 10 Nos., net, \$8. —Easy Lessons (Key to above), net, 30 c. —Color Blocks, net, \$1.60. *Bar.*
Sheldon's Elem. Instruction, \$1.75. —First Reading Book, 25 c. —Lessons on Objects, \$1.75. *Scr.*
Webb's Picture Lessons, \$1.25. *An.*
Welch's Object Lessons, \$1. *Ba.*
Wiebe's Kindergarten Instructor, 4 parts, \$3; or, single, ea., \$1. —Kindergarten Culture, 10 c. *Bra.*
Wilkes' 16 Picture Charts (col.), \$5. *Ste.*
Willson's Object Lessons, \$1.50. —24 Elementary Reading Charts, sheets, \$7.20; mounted, \$10. *Har.*
 — & **Calkins'** 22 School and Family Charts, net, \$11.70; mounted, \$18. *Har.*

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Adler's Progressive Copy Books, 12 Nos., doz., \$1.50. *Ber.*
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Babbittson's Copy-Books, 10 Nos., ea., 15 c. —Copy Slip Book, \$1. —Blank Copy Books, 4 Nos., ea., 12 c. —Chart, \$2.25. *Sher.*: *Ta.*
 — Manual of Penmanship, \$1.25. *Ta.*
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Beer's Copy-Books, 12 Nos., doz., \$1.68. —Slated Copy Slips, set, 50 c. *Bar.*
Boston Writing-Book, gross, \$10. *Hamm.*
Cassell's Copy-Books, 14 Nos., ea., 10 c.; doz., \$1. —Graded, 12 Nos., doz., \$1. *Cass.*
Chase's Writing Speller, ea., 15 c. *Adb.*
Common School Writing-Books, per doz. *Le.*
Congdon's Normal and Commercial, 8 Nos., ea., 15 c. —Flourishing, 50 c. —Ornamental Letter-Book, 50 c. *Hu.*
Controller's Copy Slips, 4 Nos., 50 c. *Fort.*
Cowley's System, 12 Nos., ea., 15 c. —Chart, 15 c. *En.*
Dearborn's Text-Book of Letters, \$2. *Le.*
Duntonian System of Rapid Writing, 18 Nos., doz., \$1.80. —Handbook for Teachers. Writing Charts. Practice Slips, Nos. 1-7, pkg., 20 c. *Le.*
Eclectic Copy-Books (9 Nos.), ea., 15 c. —Primary Copy-Book, 10 c. —Exercise-Book, 15 c. —Copy-Book Covers, with Blotters, per doz., 25 c. —Writing-Cards (72 Nos. on 36 Cards), per set, \$5. —Handbook of Penmanship, 60 c. —Sample-Book, 200 copies, 15 c. —*Shorter Course, 2 Nos., ea., 10 c. *Wils.*
Ellsworth's Primary Tracing Series, 3 Nos., doz., \$1.20. —Intermediate Series, or Independent, 4 Nos., doz., \$1.20. —Grammar Series, 8 Nos., and 1 Drill-Book, doz., \$1.80. —13 Slate Copy Slips, 25 c. —Primary Printing Chart, 50 c. *Ta.*
Fulton & Eastman's Chirographical Cards, 2 Nos., and Key, set, \$3.75. *Bar.*
Ghegan's Penmanship, 8 Nos., ea., 20 c. *Sa.*
Gillespie's Progress. System, 6 Nos., ea., 15 c. *Mur.*
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Harper's Writing-Books and Drawing, 1-6, doz., \$2. —School and Family Slate, with Cards, 75 c. —Cards, 50. *Har.*
Henze's National Prize Copy-Books, 6 Nos., doz., 90. *Ste.*
Howe's Model Copy-Book, \$1.50. *Le.*

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Knopp's Pract. Penmanship, 9 Nos., ea., 10 c. *Ben.*
Knowlton's Pract. Lessons in Penmanship, \$1. —Exercises, \$1. —Book of Copies, 25 c. —Gems of Pen Art, \$2. —Practical Copies. *Leat.*
Ladies' Angular Hand Copy-Books, 6 Nos., ea., 25 c.; doz., \$2.40. *Loc.*
Lamson's Penmanship:—Grammar School Series, 3 Nos., doz., \$1.80. *Har.*
***MaoLaurin's** Ladies' Angular Hand, Nos. 1-4, doz., \$1.80. —Nos. 5 and 6 (Billets and Notes), \$2.40. *Burnet.*
McLee's Small Alphabets, \$1. *Iv.*
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Sentence Stick, 75 c.—Cards, sep., 50 c.....*Sche.*
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roller, \$2; bds., \$3.50.....*Wils.*
*McKenzie's Elocutionary Chart, \$3.50.....*Bar.*
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 Doual's Rational Phonetic Primer, 20 c. *Ste.*
 Eichen's First Reading-Book, 15 c. *Mcm.*
 Franklin Primer. See Hillard.
 Freedman's Primer, 25 c. *Am. Tract Soc.*
 Golden Primer, doz., 75 c. *Go.*
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 Heidenfeld's Phonetic Primer, 30 c. *Schm.*
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 *Hyde's Ladder to Learning for Little Climbers, 50 c. *Clx.*
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 Longley's Amer. Phonetic Primer, 10 c.—First Reader, 20 c. *Stev.*
 Love's Copy-Book Primer, 30 c. *Bar.*
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 New-York Primer, gross, \$5. *Clx.*
 Osgood's Progressive, 6c.; bds., 8 c.—American, 20c. *En.*
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 Price's Primer, 20 c. *Le.*
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 Reynold's New Pictorial Primer, 10 c. *Duf.*
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 Royal Picture Alphabet, 50 c. *Le.*
 Sanders' Primary School Primer, pap., doz., \$1.12.—Do., stiff, doz., \$1.40.—Pictorial Primer, green cover, 18½ c.—Union Pictorial Primer, 20 c.—Do. (Leigh), 25 c. *lv.*
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 *Swinton's Language Primer, 40 c. *Har.*
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 Washington Primer, gross, \$4.50. *So.*
 *Watson's Independent Primer, 20 c. *Bar.*
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 — Word Method, 38 c. *Sm.*
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 White's Alphabet Made Easy, 8 c. *Wils.*
 *Willson's Primer, 25 c. *Har.*

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 Young Scholar's Illustrated Primer, 20 c. *Cath.*
 Young Scholar's Primer, 15 c.; pap., 6 c. *Hu.*
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 *Harper's United States Readers:—First, 25 c.—Second, 40 c.—Third, 60 c.—Fourth, 80 c.—Fifth, \$1.10.—Sixth, \$1.40. *Har.*
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Coons, The New Song, pap., 45 c.;—Same,		7:—Ellis' Capillary Bronchitis.....	Pap. 40
<i>miniature ed.</i>	Pap. 25	Williams, Bones, Ligaments, and Muscles	
HARPER & BROS., New-York.		of the Cat, 2 v.....	6.00
Harper's Magazine, Index first 50 v.		JOHN WILEY & SONS, New-York.	
	\$3; hf. cf. 5.25	Fresenius, Qualitative Chemical Analysis.	4.50
HENRY HOLT & Co., New-York.		J. A. WILLIAMS, New-Britain, Ct.	
Oliphant, Whiteladies.....	1.25	Hopkins, An English Woman's Work	
Schmid, Habermester, <i>new ed.</i>	1.25	among Workingmen.....	40 c.; pap. 25
LINDSAY & BLAKISTON, Phila.			
Frankland, How to Teach Chemistry.....	1.25		

Buying School-Books.

THERE are two classes of intelligent people who ought certainly to live in brotherly unity with each other—the teachers and the book-sellers. They are interested in a common cause, fellow-workers in the promotion of education and culture. The school and the bookstore can not wisely get along one without the other.

But very considerable evils have crept into the selling and buying of school-books of late years, of which we wish to speak frankly. Let it be confessed that these evils arose from the selling side chiefly; on the other hand, they are continued primarily through the influence of the buying side. The bookseller and the teacher ought to join hand-in-hand in promoting a wise selection of books; for this is one of the most potent ways of influencing the tone and prosperity of any given community. It must be said that neither of them always do their full duty in this respect; but in this educational catalogue, confessing our own sins, which have been largely forced on us by the evils we deplore, we want to have a candid word or two with our friends, the teachers.

The cardinal principle in book-buying is to choose that book which will do you most good, whether its office is to delight or to instruct you. The price of a book has two elements in it—one commercial and one mental. As children grow up into book-buyers, they need to be taught this discrimination, now too often overlooked. A cheap book is not simply a book that has a great deal of paper and ink in it for

little money. This does not hold true, even from the commercial point of view alone, for many books cost thousands of dollars in their preparation before printing begins, where others cost virtually nothing.

It seems strange that teachers themselves, who ought to set the public right in this matter, are the very ones who keep it wrong. That book is cheapest to them which, at a reasonable price, best serves their purpose in teaching. But this absurd system of discounts has diverted attention from the real comparative values of many text-books to the prime question, "What's your discount?" The changing of text-books every year or two, as some fresh publisher offers better inducements, is exceedingly detrimental to the welfare of schools; and this whole system makes the teacher less discriminating, and therefore less valuable as an educator, and vitiates his influence upon his community.

It is, of course, easier to talk about this thing than to point out the remedy. Teachers are not different from human nature in general, and feel that they must buy where they can buy cheapest. That is certainly all right, but let them remember what cheapness means. They don't buy cheaply when they buy for nothing, for that is at the cost somehow or other of honesty; they don't buy cheaply in encouraging chicanery, for that is at the cost of honor, they don't buy cheaply when they buy poorer books for less money, for that is at the cost of their influence as educators; they don't buy cheaply when they buy cheaper than their local

bookseller can, for they are starving out of town the feeder of that very culture which gives them their living. It is at once said that teachers must demand discounts because the prices of books are made higher to cover them. That is in some respects true, but the way to cure this is to exert a public opinion that will put down the discount competition altogether. Let them ask the publisher for a fair, square price, and then judge the value of his book on an honest basis. And let it be remembered here that paper and ink is but a part of the actual commercial cost of a book to any dealer; as the *Tribune* lately said: "The splendid series of school-books, with which we surprised the world at Vienna, cost their publishers much more than the paper and ink they were made of—although some of the Western legislators are disposed to buy oil-paintings for the cost of the canvas and the oil." That it would be much better for the teacher's interests in the long run to buy of his home associate, the local bookseller, it is scarcely necessary to add.

It is hardly necessary, we suppose, to remind the committee appointed at Niagara of the shortness of the time left them to make preparations for the book representation at the Centennial. American literature has been rated so low in all time by foreign nations, that it becomes doubly necessary that all pains should be taken to make our exhibit at Philadelphia as complete and thorough as practicable, that the little we have done in our first hundred years may not seem less than it really is.

THE good work the Boston Public Library has been doing latterly in bibliography seems hardly generally appreciated. It is the embodiment in its monthly bulletins of suggestions guiding inquiring readers in the choice of books, and pointing out works treating of topics of general interest, but which the non-literary student would scarcely know where to seek for. In the latest issue much valuable and timely help is thus given on Centennial reading, so much sought after at present, and which it would almost seem a duty of librarians (if librarians were not already overburdened with duties) to aid. The Boston Library is fast becoming the fountain-head of American bibliographical information, for which it should win the gratitude of the whole reading community.

Educational Interests at the Centennial.

THE Centennial Commission having assigned to the National Bureau of Education at Washington the charge of supervising the preparations for a representation of American educa-

tional interests at the Centennial, the Bureau has made the following classification of the data it desires supplied:

"Class 300.—Elementary instruction: Infant schools and Kindergarten, arrangements, furniture, appliances, and modes of training.

"Public schools: Graded schools, buildings and grounds, equipments, courses of study, methods of instruction, text-books, apparatus, including maps, charts, globes, etc.; pupils' work, including drawing and penmanship; provisions for physical training.

"Class 301.—Higher education: Academies and high schools.

"Colleges and universities: Buildings and grounds; libraries; museums of zoölogy, botany, mineralogy, art, and archæology; apparatus for illustration and research; mathematical, physical, chemical, and astronomical courses of study; text-books, catalogues, libraries, and gymnasiums.

"Class 302.—Professional schools: Theology, law, medicine and surgery, dentistry, pharmacy, mining, engineering, agriculture and mechanical arts, art and design, military schools, naval schools, normal schools, commercial schools, music.

"Buildings, text-books, libraries, apparatus, methods, and other accessories for professional schools.

"Class 303.—Institutions for the instruction of the blind, the deaf and dumb, and the feeble-minded.

"Class 304.—Educational reports and statistics: National Bureau of Education; State, city, and town systems; college, university, and professional systems.

"Class 305.—Libraries: History, reports, statistics, and catalogues.

"Class 306.—School and text-books: Dictionaries, encyclopedias, gazetteers, directories, index volumes, bibliographies, catalogues, almanacs, special treatises, general and miscellaneous literature, newspapers, technical and special newspapers and journals, illustrated papers, periodical literature."

And in its "suggestions respecting the preparation of material," it makes the following recommendations:

APPARATUS AND APPLIANCES.

"These should consist of Kindergarten 'gifts' and all the materials for illustrative instruction and object-teaching, and for scholars' work in infant-schools and Kindergarten; also model samples of every kind of apparatus requisite for teaching, in the ungraded country school and in the graded village or city school, the rudiments of natural history, physics, chemistry, and geometry; specimens of apparatus for the more advanced teaching of the same branches in high schools and academies; globes and maps, the same in relief; maps with special regard to orographical, hydrographical, topographical, climatographical, ethnographical, historical and statistical particulars; collections and pictures for geographical and historical instruction of different grades; charts and tablets of every kind used in elementary and secondary instruction; atlases, slates, writing-books, drawing-books and cards, copies, examples and models for drawing, wire and plastic models for teaching projections and perspec-

tive, and all other materials and apparatus for teaching industrial drawing; crayons, pencils, and pens, blackboards, erasers and pointers; grading, reckoning, and writing machines; ink-wells and inkstands; clocks, bells, and gongs; merit-cards, merit-rolls, registers and record books, blank forms of statistical reports, diplomas and medals; uniforms and military equipments; book-sacks, book-knapsacks, book-carriers, and lunch-boxes.

"Offers of contributions of all sorts of educational apparatus and appliances are solicited from educational authorities, the managers and proprietors of institutions, inventors, manufacturers, and dealers.

TEXT-BOOKS AND BOOKS OF REFERENCE.

"There will necessarily be considerable duplication in this division. In the first place, it is desirable to have several complete sets of text-books actually prescribed and used in the unclassified country school and the different grades of classified public schools, from different foreign nations and from different parts of our own country, as well as in representative institutions for secondary, collegiate, professional, and special schools, in their ordinary binding; then from publishers, collective sets of their text-book publications, of whatever description or grade; and, finally, sets from authors of their respective productions; samples of the most complete sets of books of reference provided for elementary schools and in actual use; also the same in respect to secondary schools, and accompanying statements of the prices of text-books; catalogues of books of reference in higher and professional schools. With collections of books, cases should be sent of suitable size, and shelving to contain them. The cases should be neat, but without ornament, with glazed doors; they should be of uniform height for convenience and comeliness of installation, the requisite diversity of capacity being secured by varying the width according to the bulk of the books to be contained, or by multiplying the number of cases. The cases should be exactly four feet high or exactly two feet high, with no bottom or top ornament except simple mouldings, and these must not extend beyond the above designated dimensions. The depth of the cases may conform to the sizes of the books to be contained. They should be of dark-colored wood, or stained to resemble such."

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

The Book-Fair Question.

CINCINNATI, August 3, 1875.

To the Editor of the Publishers' Weekly:

It is known that the late Book Fair did not meet the entire approval of but few of those who either publish or deal in books, the real

cause of this dissatisfaction being that they were unwilling to pay tribute to any one for the privilege of doing their business, all wishing to manage their affairs in their own way, as best suited their business needs.

The rules of the fair were burdensome to many, being unjust to both dealer and publisher, and few, as a matter of business policy, wished fully to indorse them.

The exchange, to be a success, must be equally beneficial to both publisher and dealer. The publisher, being the more benefited, should stand the entire expense of the fair; but it is not just to ask the publisher who pays the large commission of two per cent on school, and five per cent on miscellaneous books, in addition to also offer more liberal terms to the trade than usual, and it is folly to suppose that he will. In fact, the dealers will receive just the commissions less than the publisher's best rates, and the dealers left to pay the expense of the fair.

The fair should be open to all—both publisher and dealer—and let each publisher make such special terms in regard to time, discount, etc., as he may think proper.

If any publisher wishes to demand indorsed notes, or any other special terms, so be it. Let each conduct his sales in his own way.

Let each be allowed to sell at his lowest rates, without any commission to any one.

The clerk of the Executive Committee, with the advice of the Committee of the Book Fair, could make such arrangements as may be necessary, and let every publisher contributing pay his just share of the expense.

Let it be known that at the meeting of the Book Fair publishers would offer extra special terms, and it would not be a problem whether the fair would be a success.

A PUBLISHER.

[Referring to our editorial in last issue, we again solicit, from publishers as well as retailers, further discussion of this important subject.—ED.]

BOOKS RECEIVED.

ANCIENT HISTORY FROM THE MONUMENTS:—ASSYRIA, by George Smith. (Scribner, Armstrong & Co.) This series is particularly designed for the general reader; its object being to present in a compact and popular form the results of recent archaeological investigations. The volumes announced are severally, Egypt, Assyria, and Persia; each one has been prepared by a specialist, and contains in a condensed form the most important information to be had on the subject. The present volume gives a history of the results obtained from the translations of the cuneiform inscriptions, which contain the record of the Assyrian empire. These inscriptions, brought to light by recent explorations, throw considerable light upon earlier portions of the Bible, and offer a new and valuable aid to the student of ancient history. Small 12mo, cloth, \$1.

BUTLER'S PICTORIAL HISTORY OF THE UNITED STATES, by John A. Stewart. (J. H. Butler & Co.) The very marked change that has taken place of late years in the get-up of school-books can not be better illustrated than in the volume before us. Few books of a miscellaneous character issued show so great perfection in the merely mechanical work as this; the paper is

the very finest, the page clean and clear, the binding the most substantial. The letterpress is fully illustrated with pictures of the various heroes of American history, and the numerous scenes of conflict. If these pictures are not quite works of art, they are sufficiently good to please the young student and impress the fact illustrated more firmly upon his mind. The history is brought down to the present year. It is pleasantly written, the language being clear and concise, and easy of comprehension to the youngest students. An appendix contains the Constitution, the Declaration of Independence, Chronological, Historical, and Statistical Tables, etc., etc. 12mo, cloth, \$1.50.

FIRST LESSONS IN PHYSICS, by C. L. Hotze. (Central Publishing Co.) As this work is intended for very young pupils, only the most familiar facts in physics are used in illustrating it, and only the most elementary knowledge offered. It is divided into thirty-nine lessons, so that the whole volume may be embraced in a year's study, at the rate of a lesson a week. Each lesson opens with a familiar fact or easy little experiment, which serves as the basis for the development of a natural law. After this law comes the application man makes of it, such as the barometer, thermometer, pump, etc. At the end of each lesson, articles in books and magazines are pointed out, where the pupil may find interesting reading matter. Printed in large, clear type, and richly illustrated. 12mo, cloth, 90 cents.

AMERICAN STATE UNIVERSITIES, by Andrew Ten Brook. (Robert Clarke & Co.) The original plan of this work only embraced a history of the University of Michigan, but through the solicitation of educators throughout the country the author was induced to undertake a more extended and complete history. Considering the transition state in which the educational system is at present, the work must fill a void long felt with educators. It begins by sketching in somewhat distinct outline the progress of higher education in the Atlantic States, from their first settlement to a period just after the close of the Revolution. Then the state of culture in the West is sketched, in order to show what kind of field this section furnished for founding and developing this class of institutions. Then follows a particular account of the starting and completion of the present University of Michigan, with some most valuable suggestions on culture and education, and a very successful attempt to mark out the future of the American system of higher education. The work covers a field that has never hitherto been occupied, and will be found of equal interest to the whole country. 8vo, cloth, \$3.50.

THE PRIMER OF POLITICAL ECONOMY, by A. B. Mason and J. J. Lalor. (Jansen, McClurg & Co.) The fundamental principles forming the basis of all the larger treatises on economic science are presented in this little work in the concise yet easily intelligible shape so long needed for grammar-school scholars. The book is, what its title reads, simply a primer of the science prepared to give lower-grade students an outline idea of the laws regulating the use of wealth, so necessary to the scheme of education in a country where all share in the government. The subject is presented in the form of definitions and propositions supplemented with brief explanations and with suf-

ficient condensation to be readily mastered, even in the short period usually allotted to such studies in the schools. 16mo, 75 cents.

WHAT YOUNG PEOPLE SHOULD KNOW, by Burt G. Wilder. (Estes & Lauriat.) The subtitle of this work, "The Reproductive Functions in Man and the Lower Animals," more clearly defines its meaning and its place in bibliography than the title under which it is sent into the world—a not very "happy thought," by the way—for if we mistake not, the sort of information it contains is just the kind many parents and guardians consider that young people should *not* know until a certain age. If this discretion is displayed in placing the work, nothing but praise can be meted out to it, for it is certainly well written, and as it is intended for unprofessional readers, is particularly clear and concise. 12mo, cloth, illustrated, \$1.50.

NOTES IN SEASON.

MESSRS. E. P. DUTTON & Co. have prepared a companion volume to their "Pussy Tiptoe," which may be remembered as one of the beautiful juvenile gift-books of last year. The new book is entitled "Frisk and his Flock," and, like its predecessor, is very handsomely bound and illustrated.

MESSRS. WM. F. GILL & Co. have just added to their series of select novels a tale of "The Marriage of Moira Fergus," by Wm. Black. The scene is the same as in his "Princess of Thule" and "The Maid of Killeena," and many of the same characters figure in the three stories.

"FILE NO. 113" is the next novel on the Osmonds' list, and will be published almost immediately. It is by Emile Gaboriau, and of course is criminal in plot, though it is said this time it contains nothing worse than a bank robbery.

THE first volume of Prof. Lowell's new edition of the English dramatists can be looked for very shortly at Little, Brown & Co.'s. The entire work will comprise some ten or twelve volumes, to be entitled "Old Plays," and will be chiefly concerned with the period beginning with Marlowe and ending with Dryden. Prof. Lowell will furnish introductions and notes.

BLANFORD'S "Geology and Zoology of Abyssinia," giving an account of the author's observations when with the British army in Abyssinia, will speedily appear at Macmillan's, probably by the end of the month. With it are promised Burgoyne's collection of "Political and Military Episodes in the First of the Reign of George III.," interesting to anecdotal lovers; Killen's "Ecclesiastical History of Ireland," from the earliest time to the present; a history of the arts and politics of Greece from the Persian to the Peloponnesian war, entitled "The Age of Pericles," by W. W. Lloyd; an account of "Angola and the River Congo," by Joachim Monteiro; and "A History of Lloyd's and Marine Insurance," by Frederick Martin and B. C. Stephenson.

DURING this next week the Appletons expect to have ready Bastian's work on the "Paralysis of the Brain," discovered in its common forms, as also an "Illustrated School History of the World," by John D. Quackenbos, intended for library reference as well as school-room. Darwin's "Insectivorous Plants," a collection of clinical lectures by Paget, an eminent Eng-

lish physician, and Croll's "Climate and the Time," will appear at the same time.

LITERARY AND TRADE NEWS.

A WORK which, if it can be successfully carried out, will be a most interesting feature of the Educational Bureau at the Centennial, is an historical representation of text-books, of which Dr. L. P. Brockett, of New-York, has undertaken the preparation.

MR. FAWCETT will have in the August *Fortnightly* a memorial article on the late Professor Cairnes, whose recent death English-speaking people on both sides the Atlantic have so much reason to regret.

THE *Athenæum* announces a work which will be looked for with equal interest both in England and in this country. It is a series of sketches of President Lincoln, General Grant, and Mr. Edwin M. Stanton, the Secretary of War during the Southern Rebellion, by Major Evan R. Jones, U. S. Consul at Newcastle-on-Tyne.

MESSRS. HALE & SON promise two new books for early fall. The first is a third novel from the pen of the author of "The Odd Trump" and "Harwood," which are too good for the author to remain longer anonymous. It is to be called "The Lacy Diamonds," and is already in the hands of the printer. The other book will be a collection of stories of life among the Hoosiers, by Maurice Thompson (who has a volume of poems in press at the Osgoods'), and will take its title from the initial story, "Was She a Boy?"

MESSRS. HARPER & BROS. have in press "The American Revolution, as seen by Horace Walpole." It is edited by Mrs. C. H. Mohun, of Washington. Early next week they will issue two new novels, "Jean," by Mrs. Newman, and "St. Simon's Niece," by Frank Lee Benedict.

EASTMAN'S "White Mountain Guide" is too well known to need more than a passing notice of the new edition issued for the season of 1875. This is very complete in the accounts of interesting places to visit, modes of traveling, etc., and is valuably supplemented with maps, always useful in mountain traveling. The price has been reduced to \$1.

MR. D. M. DEWEY, of Rochester, N. Y., has issued a second edition of his "Handbook of Church Terms," a little pocket-book useful to all Episcopalians interested in the meaning and symbolism of their church phraseology and decorations. Pap., 15 c.; cloth, 40 c.

PRINTERS' literature is growing. In addition to the many good works already published on the subject, some four new ones are announced as in preparation. T. L. De Vinne, favorably known from his "Printer's Price-List," has taken for his subject "The Invention of Printing"; O. H. Harpel will supplement his "Typograph" with a work on "The Poetry of Printing," which later on he will follow with "Inside Glimpses of Printedom," and with "Remarkable Errors of the Press"—the two latter giving curious anecdotes, sketches, and typographical mistakes of the press known to be authentic.

A NEW paper, representing the interests of the printing fraternity in its various branches, has been established in Chicago, and will put in an appearance monthly under title of *The Printing Press*. One number has already been

published in neat typographical dress, and with interesting enough reading matter to guarantee future issues a kind reception.

PROF. DU BOIS, of the Sheffield Scientific School, has prepared a work on "The Elements of Graphical Statics," which Messrs. Wiley & Son will have ready the first of October. This is said to be the first complete presentation of the subject in English, and the formulæ presented are simple, and of general and ready application. The same publishers have also in preparation a "Handbook for Bridge Engineers," by Clemens Herschell of Boston, to be published in three volumes; a work on "Dyeing and Calico Printing," "The Handbook for Charcoal Burners," and "Problems on Stereotomy or Stone-Cutting."

WE quote the following from the *London Spectator*, in commendation of Mr. Conant's version of Lermontoff's "Circassian Boy": "The translation into English seems to us to be admirably done; there is nothing forced about it, and it gives us a simple story, full of tenderness and pathos, with wild, strange, underlying fancy. The German version from which this translation is made is by Bodensadt, and is acknowledged to be perfectly faithful to the tone and spirit of the original. Mr. Conant's has evidently been a labor of love; it is difficult to believe that these clear thoughts, fair images of the beauty of the earth and sky, tender musings and clinging regrets of the dying boy—as he relates the rapturous dreams which came to him in the brief interval of his freedom from the prison shelter of the cloister, where he had been saved from the fate of his routed tribe and captured father—come to us through the veil of a double interpretation, the sieve of two languages."

UNDER title of "Rome and the Newest Fashions in Religion," Mr. Gladstone will publish in one volume his three essays on "The Vatican Decrees," "Vaticanism," and "The Pope's Speeches," to which he has added a preface.

Publishers' Board of Trade.

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August 11, 1875.

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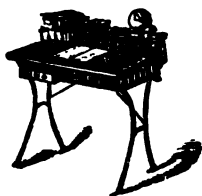
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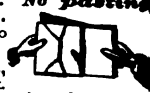


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The Publishers' Weekly.

AUGUST 21, 1875.

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LITERARY AND TRADE NEWS.

PROF. R. S. McCULLOCH, author of "A Report upon Sugars and Hydrometers," now out of print, has in preparation "An Elementary Treatise on the Mechanical Theory of Heat and its Applications to Air and Steam-Engines." It will be published by Van Nostrand.

In a few days, Messrs. Hale & Son will publish Maurice Thompson's collection of "Hoozier Mosaics," comprising sketches, anecdotes, descriptions, etc., of the Western life so new and interesting to Eastern readers. This will shortly be followed by the "Lacy Diamonds," the third of the "Odd Trump" series, to which we have already called attention, and, touching which, we quote the following extract from a letter written, the publishers inform us, by a very prominent author and critic:

"This volume will prove by far the most popular of the series. It is more carefully written than either 'The Odd Trump' or 'Harwood,' while retaining the peculiarities of the new author's style. It abounds in dramatic incidents, and the principal actor, though drawn with great discrimination, and preserving all natural attributes throughout the story, is, without exception, the most extraordinary character known to fiction. If the author had written nothing else, the 'Lacy Diamonds' would make for him a lasting reputation."

B. WESTERMANN & Co. have issued a new edition of their "Philological Catalogue," containing the principal Greek and Latin classics, books and maps on ancient geography, history, archaeology, Greek, Latin, Oriental, and modern languages and education. The pamphlet will

be found very useful to all wishing to add to private collections or to replenish stocks. It will be furnished gratuitously on application.

A TREATISE "On a New Method of Obtaining the Differentials of Functions," based on Newton's theory of rates or velocities, is soon to be issued by Van Nostrand. Its joint authors are Professor James Rice, U. S. N., and Professor W. W. Johnson, of St. John's College, Annapolis.

THE report of the Boston Library for 1874, just published, shows the total number of volumes in the library to be 276,922, an increase of 16,372 during the past year. Of these, 221,049 are contained in the Central Library, and 55,863 in the six branches. The total number of issues during the 306 working days of the year was 758,417 volumes, exceeding last year's by 132,975. Part of this increase, however, is to be attributed to the opening of the Dorchester branch, which, in the three months of its existence, has circulated 16,017 volumes. Since 1867, 90,782 persons have applied for the use of the library, of whom 14,599 were entered last year. The periodical reading-rooms were opened 359 days, in which time they were visited by 249,870 readers, who used 348,772 magazines. The number of books lost during the year was 85—one of every 9000 of circulation. The number of donors during this period was 1091, who contributed 4169 volumes and 15,889 pamphlets.

PROF. TYNDALL'S lectures in America on "Light" have recently appeared in a French dress. It forms a handsome octavo volume, beautifully printed, with fine illustrations, including a steel plate portrait of Tyndall. The translation is by M. l'Abbé Moigno.

JOHN BRIGHT denies the truth of the statement that he is engaged in writing his memoirs.

Two volumes, made up from the contributions of Mr. Dilke, grandfather of Sir Charles Dilke, to the *Athenæum* and *Notes and Queries*, have lately appeared in London. As the author was the friend of Keats, Procter, Lamb, and other literary men of the day, the volumes must contain much of interest about the literature of the early part of the century.

Publishers' Board of Trade.

OFFICE OF THE SECRETARY,

812 Broadway, New-York.

August 18, 1875.

ENGAGEMENTS.

By SCRIBNER, ARMSTRONG & Co.: E. F. Meyer, Hutchinson, Kansas.

By COWPERTHWAIT & Co.: J. H. Loomis, Chicago.

By IVISON, BLAKEMAN, TAYLOR & Co.: J. Merrill, Chicago.

By A. S. BARNES & Co.: S. D. Gaylord (temporary), New-York City; E. C. Armstrong, Buffalo.

WITHDRAWALS.

By A. S. BARNES & Co.: E. B. Morse.

GEORGE R. LOCKWOOD,

Secretary.

ALPHABETICAL LIST OF BOOKS JUST PUBLISHED.

The Prices in this List are for cloth lettered, unless otherwise indicated. Imported books are marked with an asterisk; Authors' and Subscription Books, or Books published at net prices, with two asterisks.

- Acton.**—The Functions and Disorders of the Reproductive Organs, in Childhood, Youth, Adult Age, and Advanced Life, considered in their Physiological, Social, and Moral Relations. By William Acton, M.R.C.S., late Surgeon to the Islington Dispensary, and formerly Externe to the Venerable Hospitals, Paris, Fellow of the Royal Med. and Chirur. Soc., etc. *Fourth A m. from last London ed.* 8°, pp. xiii, 348. \$3.....*Lindsay & B.*
- Bartley.**—The Hymn and Tune Book for Devotional Exercises. By J. D. Bartley. 16°, pp. 160. 75 c. *Barnes.*
- Bastian.**—On Paralysis from Brain Disease in its Common Forms. By H. Charlton Bastian, M.A., M.D., etc. 12°, pp. 340. \$1.75.....*Appleton.*
- Beecher.**—The Beecher Trial. A Review of the Evidence. Reprinted from the *New-York Times* of July 3d, 1875. With some Revisions and Additions. 8°, pp. 34. Pap., 25 c.....*Times Office.*
- Boone.**—Manual of the Blessed Sacrament. Transl. from the French of Rev. T. B. Boone, S.J. By Mrs. Annie Blount Storrs. 18°, pp. 506. \$1. *Cath. Pub. Soc.*
- Bush.**—Statement of Reasons for Embracing the Doctrines and Disclosures of Emanuel Swedenborg. By the Rev. George Bush, late Prof. of Hebrew in the New-York University. With a Biographical Sketch of the Author. (No. 10 of New Church Tracts.) 16°, pp. xxiv, 120. Pap., 25 c.....*Swinney.*
- Conway.**—The Complete Poems of John D. Conway; or, Hours of Recreation. 12°, pp. 200. \$1.....*Conway.*
- Counterparts;** or, the Cross of Love. By the Author of "Rumor" and "Charles Aucher." 8°, pp. 263. Pap., 75 c.....*Estes & L.*
- Darwin.**—Insectivorous Plants. By Charles Darwin, F.R.S., etc. 12°, pp. 462. \$2.....*Appleton.*
- Faxon.**—Illustrated Handbook of Summer Travel to the Lakes, Springs, and Mountains of New-England and New-York. By Charles A. Faxon. *New ed.* Ed. by Edward S. Sears. 16°, pp. 286. \$1.....*Estes & L.*
- Gaboriau.**—File No. 113. By Emile Gaboriau, author of "The Mystery of Orcival," etc. (Osgood's Library of Novels, No. 50.) 8°. \$1.25; pap., 75 c.....*Osgood.*
- Hall.**—Preaching: Manner and Matter. An Address by Rev. John Hall, D.D., of the Fifth Ave. Presb. Church, N. Y. Delivered before the Drew Theolog. Sem., Madison, N. J. Reported by Wm. Anderson. 12°, pp. 31. Pap., 20 c.....*Nelson & P.*
- Harkey.**—Justification by Faith, as held and taught by Lutherans, together with the associated Doctrines of Sanctification and the Union of the Soul with Christ; or, The Lutheran Doctrine of the Inner Life. A Book for the People. By Simeon W. Harkey, D.D., author of "Church's Best State," etc. 16°, pp. 230. \$1.25 and \$1.50.....*Luth. Pub. Soc.*
- Hobbs.**—Wild Life in the Far West. Being the Life and Personal Adventures of Capt. James Hobbs ("Comanche Jim"), renowned all over the broad Western Plains and among the Mountains as the great Pioneer, Hunter, Trapper, Scout, and Guide. Narrated by Himself, and covering a Period of Thirty Years of Hunting and Trapping Adventures with Kit Carson and other old Pioneers. Captivity and Life among the Comanches, Services in the War with Mexico and in the Mexican War against the French, desperate Combats with Apaches and Grizzly Bears, wonderful Escapes, daring Deeds, terrible Sufferings, heroic Endurance, and Self-sacrifice, etc., etc. 8°, pp. 500. \$2.50.....*Hutchinson.*
- Jackson.**—Discourses. By the Rev. Abner Jackson, D.D., LL.D., sometime President of Hobart Coll., Geneva, and late President of Trinity Coll., Hartford. [Portrait.] 16°, pp. ix, 182. \$1.50.....*Whittaker.*
- Melville.**—Maud or Nina. By G. J. Whyte Melville, author of "Katerfelto," "Holmby House," etc. 8°, pp. 159. Pap., 75 c.....*Estes & L.*
- Michelet.**—Love. By M. Michelet. Transl. by Dr. Palmer. *New ed.* Illustr. 12°. Pap., \$1.....*Carleton.*
- My Uncle Toby:** His Table-Talks and Reflections. By an Attorney-at-Law. 18°, pp. 328. \$1.25.
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Van Nostrand.
- Paget.**—Clinical Lectures and Essays. By Sir James Paget, Bart., F.R.S., D.C.L., etc. 8°. \$5.....*Appleton.*
- Peck.**—Manual of Algebra. By William G. Peck, LL.D. 12°, pp. 331. Hlf. roan, \$1.60.....*Barnes.*
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- Wingate.**—Views and Interviews on Journalism. Edited by Charles F. Wingate (Carlfrid). 12°, pp. 370. \$2.
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Why Association was a Necessity.

THE tyranny and ill-direction of what are known as "trades-unions" have given so bad a name to trade associations of whatever sort, that it becomes necessary occasionally to insist that there is a vital distinction between business organizations of right purpose, and those which are simply selfish and in opposition to public policy, and to point out why the necessity for the former exists. It is just as well, perhaps, to make the question specific at once, and to show that the American Book Trade Association was a necessity to right a wrong, which could not have been righted without some such association, and which needed to be righted, as well for the interests of the community at large as of the trade immediately interested.

It is, of course, not to be denied that the immediate motives in forming such organizations are the dictates of self-interest, but this is a motive-power which is the life of business itself. The real question is whether this self-interest is narrow, and in opposition to the general good, when it comes into relations with the community. The promoters of book-trade reform have always claimed that the self-interest of their occupation was, at least to the extent of the principles of the reform, consonant with and promotive of the wider interest of the general public. They said that a bookstore of the proper sort was a decided benefit to the community, that such bookstores could not continue without reform, therefore that reform was to the public benefit. Both the facts and the conclusions seem to have been generally accepted as true by the public, but there has been some question, both inside and outside the trade, whether the object in question would not have been accomplished by the natural laws of trade. They say that a man who undersells, and does not save himself a living profit, must fail and die out of the business, and leave those who are wiser in possession of the field.

This is true, so far as it goes, but it does not go far enough. If the difficulty had been simply local, the natural laws of trade might have solved it. Even in this case, however, certain elements of embarrassment exist in the book business. As we have many times pointed out, books being exact duplicates of each other, the reader in them has none of the advantages which the assurance of character gives to deal-

ers in other wares, and this is but one point among many. If an underseller comes into a town, the regular dealer who has simply earned his living profit must be content either to let much of his trade go by for the time, or meet the underseller by offering his books also at prices which he can not rightly afford, for the purpose of holding the trade. The underseller is pretty sure to fail, and to make the publisher pay for his recklessness; but then what happens? Either the regular dealer must keep his books down to the underselling price and ultimately fail, or the book-buyers of his place will send to other cities where they are undersold, and leave his books on his shelves. Nor can a regular dealer afford to buy out or run out an underseller every year or two, as Mr. McGinnis reported to the Convention he had done, without being driven to make his real livelihood from other articles than in books.

We here reach directly the necessity for association and general organization. The difficulty is not local or temporary; it long ago became general and chronic. If the dealers in any one place held to sound and wise business principles, their customers were sooner or later taken away by other cities where dealers did undersell. Nobody could singly stand up against this general demoralization of the book business. Nobody could singly strike the first blow without cutting his own head off by it. The evil was so widespread that it could be met only by association, by national association, and by an association that should set forth definitely and firmly the true principles of business, and give strength to the weak by putting its strength behind them.

It is for this reason that no one can afford not to help forward the Association. Without it reform was not possible, and without reform there is little dissent of opinion as to the final result. So long, therefore, as the Association keeps itself within due bounds, no publisher or bookseller does rightly by his trade, it seems to us, by declining to join with it, and there is no danger of its going beyond those bounds, because then it would fall to pieces of its own weight.

It is to local associations, after all, to whom we shall have to look for the systematic and practical work of reform. We reprint, therefore, an account of the inception of the Roches-

ter book trade organization, as indicative of the sure, if in some respects slow, progress of the movement. Every such step will tell, and ultimately, we think, the real strength of the national association will lie in its banding together these State, county, and town leagues to whom the details of the corrections of the special abuses in each locality must be left. If the A. B. T. A. can cement these together, make them work in unison, promote a general sympathy and mutual confidence, it will, perhaps, be better to leave the special work to each community.

Boston to the Front.

IN accordance with an invitation issued under the auspices of the American Book Trade Association, the New-England book trade met in convention at the Parker House, Boston, on Thursday, 19th inst., Mr. A. D. F. Randolph, of New-York, President of the A. B. T. A., in the chair.

The assembly numbered about one hundred of the most prominent New-England firms.

A permanent organization was effected under title "New-England Booksellers' Association."

A full report of the meeting will be found in our next issue.

LETTERS TO THE EDITOR.

An Appeal from the "Nation."

NEW-YORK, August 16, 1875.

To the Editor of the Publishers' Weekly:

There can be no doubt that the critic of light literature for the *Nation* is a man. There is a tone of suppressed swearing about his efforts that is thoroughly masculine.

The *Nation* critic has a lofty scorn for women's novels, and a tender pity for men caught at novel-writing. He generally begins criticisms of unknown writers by raising the question of sex.

The notice of "Ward or Wife" (August 12) shows plainly that his labors occasion him keen suffering. That is the one redeeming trait in the rather brutal massacre of novels perpetrated by the *Nation*; it bears internal evidence that the books are really read before they are "hewed and slashed" by the dissecting knife. The notice referred to would lead any one unacquainted with the poetical justice of the *Nation* to suppose that the critic had pierced the incognito of the author, and found him, her, or it, a personal enemy.

After I had read "Ward or Wife" with real pleasure, and a relish for its original tone and simple but touching plot, I picked up this notice. I hardly knew it for a criticism of the book I had just read. It put me, in my capacity as "reader," in a strange position. I did

not find "Ward or Wife" "empty," so I am not thoughtful; I did not find it "vulgar," so I am not "polite"; I was not made "despondent" by it, so I am not "hopeful"; I was not rendered "morose," so I am not despondent. Still, having a strong consciousness of my "own identity," I have a bold idea that I must belong to some "class of readers," and that kindred spirits must be classified with me, and will probably see, as I did, the true, unselfish love of "Jim," the incorruptible nature of "Min," the noble resignation of "Regy," and be affected as I was by the warmth of the story of their joys and sorrows.

The *Nation* has "no space for long extracts to prove this statement," therefore it resorts to some ten detached lines to "illustrate the tone of the book." Suppose we apply the same method of illustration to the acumen of the critic. "Ward or Wife," he gravely remarks, "must have been written by either a man or a woman;" and further on, in another notice, "We have seen better novels, and we have seen worse." It takes the *Nation* to utter such incontrovertible dicta. The same critic calls the style of the author "a strange jumble of French, English, and an occasional dash of German, as, for instance, we learn of Min that 'all at once, *sans rime ni raison*, she burst into tears;' and again, 'that she sits down sobbing, *pour tout de bon*.'" Within two columns the censor himself displays "an *déclairement*," "a particular kind, absolutely *sui generis*," "his visible *raison d'être*," and "charming dramatic *bonhomie*." In regard to the not "left out" personal pronoun "*his*," and what follows, I wish to be understood literally; no moral application to the critic intended.

I think the *Nation* might spare itself and others great trouble by having a standing article against novels under the caption, "*Lasciate ogni speranza*." Critic could then insert the titles of novels received, and refer to said article for criticism.

Having, as "reader," been deprived by the *Nation* of "name and class," I must, in signing this letter, pain once more its puritanical ears with a foreign accent, or can the *Nation*, without swearing, supply a stronger Saxon word for my bereaved condition? *Declassé.*

The Booksellers in Council.

[From the Rochester Daily Union, August 13, 1875.]

LAST evening, a meeting of the booksellers and stationers of the State was held for the purpose of organization and for the carrying out the plans and rules of the American Booksellers' Association. The meeting was called to order by D. M. Dewey, President of the Rochester Booksellers' Association, who was appointed chairman of the evening. An organization was effected with the name of the Booksellers and Stationers' Association of the State of New-York, representatives from all sections of the State, including Ogdensburg, Watertown, Syracuse, Elmira, Lockport, Buffalo, and other cities being present. A constitution was adopted, as well as rules and by-laws for the guidance of the association, the object being to correct the present demoralized condition of the trade, which if properly carried out will prove alike beneficial to the public at large as well as the trade. Officers were elected for the ensuing

year, consisting of Erastus Darrow, of Rochester, President; S. S. Avery, of Rochester, Vice-President; Peter Paul, of Buffalo, Secretary.

The meeting then adjourned to assemble again in Syracuse, the second Tuesday in August, next year. At the conclusion of business the chairman invited the members to attend a supper at Teall's, given by the Rochester Booksellers' Association. The programme arranged for this occasion was prepared by a well-known bookseller of this city, and is a curiosity in the shape of a literary, humorous, and witty bill of fare. We present it entire. The following is a copy of the outside:

NOTES TRALLIANÆ.—FEAST GIVEN BY THE ROCHESTER BOOKSELLERS' ASSOCIATION TO THE CENTRAL AND WESTERN NEW-YORK BOOKSELLERS' ASSOCIATION.

"And then in quarrels of a slighiter nature,
Mutton's a most successful mediator."

—[Peter Pindar.

At Teall's Restaurant, Rochester, Thursday evening, August 12, 1875. "*Quid datur a Divis felici optatius hora?*"

The inside reads as follows:

BILL OF FARE.

SUPPER.

Grace—Vicar of Wakefield.

SOUP.

Chicken. Oliver asking for more.—[Dickens.

Macaroni. Italian Note-Book.—[Hawthorne.

Ox Tail. Cattle Doctor.—[Dadd.

FISH.

Speckled Trout. Salmon. White Fish.

"The silver-scaled fish that swiftly swim
Within the sweet brook's crystal watery stream."

—[Isaak Walton.

BROILED SPRING CHICKENS.

Wolfert's Roost.—[Irving.

"Much I marveled the ungainly fowl to hear discourse so plainly."—[Edgar A. Poe.

COLD MEATS.

Lamb. Smoked Tongue. Ham. Pickled Tongue.

Common Sense in the Household.

"I soon perceived another boy,
Who looked as if he had not any food,
For that day, at least."—[Charles Lamb.

SALAD.

Lobster Salad. "Salad for the Solitary." Chicken Salad.

"Who peppered the highest was surest to please."

—[Goldsmith.

C. B. HASH, X. B. E.

Corn Beef Hash Examined before Eating.
Webster's Unabridged.—"Get the best."

VEGETABLES.

Saratoga Potatoes. Stewed Potatoes.
Irish Orators—Phillips, Curran, Grattan, Emmet.

RELISHES.

Tomatoes. Cucumbers. Chow-Chow. Celery.
Pickles. Tomato Catsup. Worcestershire Sauce.

"Immortal Homer and Tassoni sing,
What vast results from trivial causes spring."—[Saxe.

DESSERT.

Vanilla Ice Cream. Chocolate Ice Cream. Lemon Ice.

DR. KANE'S POLAR REGIONS.

"As through an Alpine village passed
A youth, who bore mid snow and ice,
A banner, with this strange device,
'Excelsior.'"

CAKE.

Orange Cake, White Mountain, White Cream, Sponge,
Iced Lady Fingers, Macaroons, Kisses,
Chocolate, etc.

"Sensations sweet,
Felt in the blood and felt along the heart."

—[Wordsworth.

COFFEE AND TEA.

"Fervet olla, vivit amicitia."

FRUITS.

Oranges, Bananas, Berries, etc.
Barry's Fruit Garden.

"The goddess Pomona now reigns supreme."

PUNCHIANA.

Tom Hood, Up the Rhine.

"'Tis plain and clear,
That drinking habits bring a man
Too often to his bier."—[Saxe.

The supper was served in Teall's best style, and proved a success in every particular. The toasts, speeches, and stories told at the table kept the attendance of all present till the small hours, and were of such a nature as to be long remembered in the annals of the book trade.

BOOKS RECEIVED.

COUNTERPARTS. By the author of "Charles Auchester;" WOMAN'S LOVE, by J. F. Smith; JETTATRICE, by Madame Augusta Craven; STRETTON, by Henry Kingsley. Four good readable novels published by Estes & Lauriat. They are octavo, in paper covers, and sell for 75 c. each.

OPEN! SESAME! by Florence Marryatt. (Estes & Lauriat.) The hero of this novel is a believer in mesmerism and spiritualism. In the pursuit of his studies he is made the dupe of a designing woman, his fears and credulity being worked upon to an extent which leads almost to madness. How he is married by his cousin, at first merely to save her fortune, and is afterwards loved by her, and through her courageous, though rather improbable, plotting is saved from the machinations of a wicked woman and restored to health and reason, is very cleverly related. 8vo, paper, 75 c.

THE SILENT WITNESS, by Edmund Yates. (William F. Gill & Co.) Edmund Yates runs more and more into the sensational. This novel, like his previous effort, "A Dangerous Game," rests more upon its plot than upon fine writing or character-sketching. The plot is of the harrowing order—the covering up of two brutal murders and the escape of the murderers being its most important feature. Of course there is love and love-making in it, but all of it is secondary to the main incidents mentioned. 8vo, paper, 75 c.

WHITELADIES, by Mrs. Oliphant. (Henry Holt & Co.) The old manor-house from which the title of this book is derived, plays a conspicuous part in the story. It is the scene of a greater portion of the action, and is the motive for all of it. At the opening of the story it is about passing away, through the approaching death of the heir, Herbert Austin, to a distant cousin. Herbert's aunt, old Susan Austin, hates this cousin cordially, and resolves that "Whiteladies" shall never be his. Though a good woman, and one who has led an exemplary life, she is, in a weak moment, drawn into a conspiracy to palm off a false heir, and marks out a line of deception that becomes more and more complex, involving her in "a sea of troubles" that she had never bargained for. The story is exceedingly well written and worked out, though the characters, if we except Reine and Madame de Mirfleur, will not excite any

special interest. *Leisure Hour Series.* 16mo, cloth, \$1.25.

THE WAY WE LIVE NOW, by Anthony Trollope. (Harper & Brothers.) Exception has been taken by the English critics to the last novel of Trollope; they say it is a coarsely-written and a falsely conceived picture of the London society of to-day. However that may be, no one will quarrel with the book as a novel. Trollope seems to have sprung into new life and vigor, so masterly and vivid and original are the scenes and characters his pen herein delineates. The work is quite out of his usual line, scarcely presenting a single "goody" character, offering instead most uncomplimentary pictures of society men and women, literary Bohemians, rich vulgarians, and impecunious scions of nobility, all struggling to carry out the maxim that "self-preservation is the first law of nature." 8vo, cloth, illustrated, \$1.50.

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KEY TO AHN'S FIRST FRENCH READER, by Dr. P. Henn. (E. Steiger.) Intended for teachers and private learners, and to be used with either of the above books. 16mo, bds., 30 c.

MODERN ART EDUCATION, by Prof. Joseph Langl, translated with notes by S. R. Koehler. (L. Prang & Co.) This essay is part of the Austrian official report on the Vienna World's Fair of 1873. It gives a detailed account of what the various European nations had done and were doing at that time for the advancement of the art industrial education of their people. An "American Preface" of some fifty pages, by Charles B. Stetson, points out the important need of art education in our own country, for the greater advancement of our industrial pursuits, and gives many valuable and practical suggestions on the subject. 12mo, paper, 75 c.

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ROB ROY; OLD MORTALITY; HEART OF MID-LOTHIAN. By Sir Walter Scott. (E. J. Hale & Son.) A new and very beautiful edition of the Waverley novels, known as the "Thistle edition," is publishing by Hale, to which the above, each in two volumes, forming volumes 7-12 of the series, belong. They contain most of the illustrations of the Abbotsford edition, and are handsomely printed on tinted paper. The binding is also quite pretty, being in green cloth, having a medallion of Scott, surmounted by a thistle, stamped on the front cover, in black and gold. The edition is sold only by subscription. 12mo, cloth, per volume, \$1.50; Turkey morocco, \$2.25.

BUSINESS CHANGES.

GALESBURG, MICH.—Messrs. A. B. Osgood and A. H. Rogers, of Galesburg, Mich., have formed a copartnership, and will continue their book, stationery, and printing business under the firm name of Osgood & Rogers.

PHILADELPHIA, PA.—Turner Hamilton, bookseller, stationer, and binder, has removed from the premises which he has occupied for ten years, at 106 South Tenth street, Philadelphia, to No. 129 of the same street.

THE publishing business of T. Ellwood Zell has been purchased by Messrs. Baker, Davis & Co., who will continue the business at the old stand in Philadelphia, with branch offices in New-York and Chicago.

ROME, N. Y.—The book and stationery business of Edward H. Shelley, Rome, N. Y., has been purchased by Jones & Armstrong. Mr. Jones has been connected with the old firm for the last ten years.

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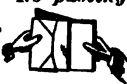
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MR. ROBERT SNEIDER, of John street, has just received some new Parisian novelties in the way of orders of dancing, lithographed in colors, with enameled backs, and also new designs in programmes and menu cards. Mr. Snieder has also received a new legal octavo note-paper with a large illuminated letter, which occupies the entire length of the fold. The envelopes to match have a somewhat smaller letter. Having business connections in London, Paris, Vienna, and Berlin, Mr. Snieder is always in receipt of the latest novelties in fine stationery.

A NEW and valuable invention has recently been patented by E. W. Glover, of Boston, Mass. It consists of patent chemically-prepared canvas for binding blank books, account books, etc., etc., which renders them indestructible by fire. Valuable documents may thus be preserved, even though the safe which incloses them should be destroyed.

BUSINESS CHANGES.

PHILADELPHIA, PA.—Mr. Jos. H. Coates, having withdrawn from the firm of Porter & Coates, will hereafter conduct a strictly publishing business under style of Jos. H. Coates & Co. The place of business of the new firm will be in the building of Porter & Coates, 822 Chestnut street.

SOUTH-BEND, IND.—The firm of Smith & Holloway having been dissolved, the stock of the old concern has been bought in by a number of gentlemen, who have organized the South-Bend News Company, of which Mr. Smith, of the old house, will be the manager.

ALPHABETICAL LIST OF BOOKS JUST PUBLISHED.

The Prices in this List are for cloth lettered, unless otherwise indicated. Imported books are marked with an asterisk : Authors' and Subscription Books, or Books published at net prices, with two asterisks.

- Anderson.**—Norse Mythology; or, The Religion of our Forefathers. Containing all the Myths of the Eddas, systematized and interpreted. With an Introduction, Vocabulary, and Index. By R. B. Anderson, A.M., Prof. of the Scandinavian Languages in the University of Wisconsin, author of "America not Discovered by Columbus," etc. 12°, pp. 473. \$4.50..... *Griggs.*
- Bancroft.**—The Native Races of the Pacific States of North-America. By Hubert Howe Bancroft. Vols. 3 and 4. 8°. Ea., \$5.50; shp., \$6.50; hlf. calf and hlf. Rus., \$8; full Rus., \$12..... *Appleton.*
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- Bliss.**—Three Months in the Orient; also, Life in Rome, and the Vienna Exposition. By Orville Justus Bliss. 16°, pp. 198. \$1.25..... *Griggs.*
- Buckingham.**—Self-Made Woman. By E. M. Buckingham. Fourth ed. 12°, pp. 350. \$1.50..... *Wells.*
- Chase and Stuart.** See Tacitus.
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- Enault.**—The Woman of Honor; or, False Friendships in Society. A Book for Women. Transl. from the French of Louis Enault, by Mrs. Rebecca L. Tutt. 8°, pp. 205. Pap., 75 c..... *Peterson.*
- Free Religious Association.**—Proceedings at the Eighth Annual Meeting of the Free Religious Association, held at Boston, May 27, 28, 1875. 8°, pp. 8°. Pap., 35 c..... *Cochrane & S.*
- Hall.**—The Bric-à-Brac Hunter; or, Chapters on China-mania. By Major H. Byng Hall. 12°, pp. 290. \$2.50..... *Lippincott.*
- **Harpel.**—Poets and Poetry of Printerdom. By Oscar H. Harpel. 8°. \$6.50..... *Harpel.*
- Harvey.**—First Lessons in the English Language. By Thomas W. Harvey, A.M., author of Graded School Readers, etc. (Harvey's Language Course.) 16°, pp. 80. Bds., 30 c..... *Wilson, H. & Co.*
- Hill.**—Absolute Money. A new System of National Finance under a Co-operative Government. By Britton A. Hill. 8°, pp. 120. \$1; pap., 50 c..... *Soule, T. & W.*
- Johnson, R.** See Little Classics.
- Landon.**—Eli Perkins (at Large). His Sayings and Doings. By Melville D. Landon. With multifrom Illustrations by Uncle Consider, after Models by those designing young Men, Nast, Darley, Fredericks, Eytting, etc. 12°, pp. 248. \$1.25..... *Ford.*
- Little Classics.** Ed. by R. Johnson. Vol. 15. Minor Poems. Containing:—A Musical Instrument; The Voyage; The Children's Hour; A Christmas Hymn; Evelyn Hope; The Last Leaf; The Courtin'; The Long Ago; My Psalm; A Nice Correspondent; The Three Fishers; Spinning-Wheel Song; An Old Man's Idyl; Tithonus, etc. 24°, pp. 337. \$1..... *Osgood.*
- Mannville.**—Heart Echoes. Poems. By Helen A. Mannville. 12°, pp. 175. \$1..... *Wells.*
- Newman.**—Jean. A Novel. By Mrs. Newman, author of "Too Late." (Harper's Library of Select Novels, No. 447.) 8°, pp. 142. Pap., 50 c..... *Harper.*
- Ogden.**—Crown of Life. For the Sunday-School. By W. A. Ogden. Sq. 16°, pp. 160. Bds., 35 c..... *Whitney.*
- Parker.**—Colonel William Prescott, the Commander in the Battle of Bunker's Hill. Honor to whom Honor is Due. A Monograph. By Francis J. Parker. 8°, pp. 21. Pap., 25 c..... *Williams.*
- Perkins, Eli.** See Landon.
- Sacred Songs for Social Worship.** 18°, pp. 224. 50 c. *Lothrop.*
- **Scarborough.**—The Cincinnati Law Library Association. An Address delivered by W. S. Scarborough, Saturday, June 12, 1875, giving an Historical Sketch of the Association and its Library. 8°, pp. 53. Pap. [Privately printed]..... *Clarke.*
- Schuyler.**—Plane and Spherical Trigonometry and Mensuration. By A. Schuyler, LL.D., Prof. of Math. in Baldwin Univ., etc. 12°, pp. 187, 82. \$1.50..... *Wilson, H. & Co.*
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COLONEL WILLIAM PRESCOTT, the commander in the Battle of Bunker's Hill, a monograph, by Francis J. Parker. (A. Williams & Co.) "Honor to whom honor is due" is the motto of this little pamphlet. It takes up the much-asked question of who was in command of

the provincial troops at the action at Breed's Hill, and endeavors to establish the point that that honor belonged to Colonel William Prescott. The position of the writer is ably supported both by fact and tradition. 8vo, paper, 25 cents.

NORSE MYTHOLOGY, by R. B. Anderson, A.M. (S. C. Griggs & Co.) Prof. Anderson is the author of a little work entitled "America not Discovered by Columbus," which attracted considerable attention among scholars. His present work claims to be the first complete and systematic presentation of the Norse mythology in the English language. The work is in a measure a compilation from the very best authorities on the subject—the matter rearranged, however, and given in the most attractive manner. It fills a gap in English literature, and must awaken a very deep interest in Norse mythology, history, literature, and institutions. It is furnished with a vocabulary and index, and very substantially gotten up. 12mo, cloth, \$2.50.

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Progress," especially for the young, with twenty large pictures by George Thomas. Three admirable new books for children, "The Odd One," by Mrs. Payne, "Brentford Parsonage," by the author of the "Win and Wear series," and "Fred and Jeanie," by the author of "Only Ned." They anticipate a large demand for "Guthrie's Autobiography," which was completed by the publication of the second volume just at the close of the spring season.

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NOTES IN SEASON.

THE trade are invited to meet the Central Booksellers' Association at the St. Nicholas Hotel, Tuesday, September 7th, at 11 A.M., sharp.

THE Harpers are just issuing Miss Virginia W. Johnson's new novel, "The Calderwood Secret," and an essay in opposition to certain tendencies of modern thought, in "The Theistic Conception of the World," by Prof. Cocker, of which an edition is purchased also by the Methodist Book Concern. This is said to be a very able contribution to Christian apologetics.

THE Putnams promise a number of books for September, of which the first will be Latouche's "Travels in Portugal"—a delightful book, with many charming photographic illustrations. Some additions to their Science and Atlas series will also be ready.

D. APPLETON & Co. have about ready an admirable little "First Book in Zoology," by Prof. E. S. Morse, which is a model work of its kind; also, a new and revised edition of Prof. Youmans' "Class-Book of Chemistry," and an important work on the geological relations of "Climate and Time," by James Croll, which is said to be the most important geological work since Lyell.

CARLETON proposes to introduce a new humorist to the public—Mr. John A. Kingsbury, whose "Sketches," somewhat in the Bailey and Lewis style, he will shortly publish.

STATIONERY NOTES.

THE trade in stationery and fancy goods during the past month has been very dull, but nothing better is expected at this season of the year. Though the amount of sales has been small, the importers have been accumulating stock, in anticipation of an extensive fall trade. The sample lots which arrived here during August have already been mentioned, and it is safe to say that enough orders have been forwarded to stock this market with as handsome a line of holiday goods as was ever seen here before. Several invoices have already arrived, and if one can judge from these, the fall season will open with a magnificent assortment.

The general opinion is that the fall season will be profitable, unless some untoward event should occur to undermine the present feeling of confidence. No disaster is anticipated, but, on the contrary, the trade looks forward to good prices and quick sales.

In the stationery market there are no new goods, but the dealers and manufacturers anticipate a good market for such standard goods as they have on hand. It is to be hoped that all these anticipations will be realized, as there is no reason why they should not. Credit is now with the trade better than it has been for some years, and as long as the trade will insist upon short credits and prompt payments, the present status can be maintained.

THE enterprising jobbers, Messrs. Baker, Pratt & Co., have just issued a profusely-illustrated trade-list of their foreign and domestic stationery. It is quarto size, beautifully printed on calendered paper, with red-line border. This catalogue will be of inestimable value to the trade, as it is a complete price-list of all stationery specialties, many of which are of their own manufacture. It is beyond doubt the most complete and handsomest catalogue of miscellaneous stationery ever issued to the trade.

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The Failure.

THE announcement, on August 28th, of the failure of Lee & Shepard, of Boston, and the consequent assignment, on August 30th, of the New-York house, Lee, Shepard & Dillingham, to Mr. James Miller, have of course been the trade talk of the week. The sympathy with the houses in difficulty has been very general and hearty, notably from the losers themselves, and every disposition has been shown to help them to resume business as soon as possible. Indeed, the expressions called forth by the announcement were phenomenal, and must have been highly gratifying to the gentlemen concerned. As we go to press, the clerks of both houses are working to their utmost in preparing statements, accounts of stock having already been taken, and as soon as these are completely ready, meetings of the creditors will be called both in Boston and New-York. The chief creditors are of course the paper-makers, binders, and publishers in Boston, and publishers in New-York. The former expressed their willingness, on Saturday and Monday, to co-operate in any settlement that should be suggested, and Mr. Shepard was in New-York Tuesday and Wednesday, visited the larger creditors here, and received the same word from them. Several publishers volunteered to fill further orders, and some goods were voluntarily sent off after the failure to the Boston house, offered protection being declined. The Boston firm is still continuing the jobbing business, to help things along, on goods ordered for cash, and the orders to the New-York house are being filled by Mr. Miller, or by other jobbers. There is as yet no definite statement of assets, but the New-York house is said to be able to pay dollar for dollar, if an independent settlement is made. In that case the outside creditors of the New-York house must first be satisfied, before Lee & Shepard—who are partners to the extent of two-thirds—or their creditors, can claim any part of the New-York assets. The nature of the relations between the two houses makes it uncertain whether the final settlement will be joint or independent. How bad a failure the main house will make is as yet matter of conjecture.

Although it was everywhere hoped that this enterprising house would be enabled to pull through its difficulties, the failure was scarcely a surprise, for it has suffered from repeated and peculiar misfortune, and the sympathy extended to it is simply a recognition that the partners have made a hard and manly fight. The great Boston fire was a severe blow, and on top of that came the second fire, in which the house

not mended matters, and under the prevalent condition of things in the book, and especially the jobbing trade, the house was not able to surmount its difficulties. There are many now who regret that the Boston firm did not suspend immediately after the first fire, but it seems to us that these critics do not look far enough into the possible results. A suspension then would have saved the partners the tough struggle they have since fought, and might have been to their immediate interest, while the amount saved to the creditors might have been more on the dollar than it will be now. But in the period of depression that succeeded the great fire, the failure of a leading firm like this might have precipitated any number of others, and the loss of the trade been vastly greater than any they suffer from the present failure. We have authority for the statement that there is now little danger of its affecting other leading houses.

Indeed, it seems to us that the real reason for doing all that can be done to set this popular house on its feet again, is the pluck with which its partners have fought off failure as long as they could. They felt, what the whole business community ought to feel more practically than it does, that failure, however fashionable in some quarters, is something more than unlucky misfortune, which a business man can easily get over and find himself indeed better off in credit than before. It is not because they have failed, but because they tried as long as they honestly could not to fail, that Lee & Shepard are entitled to the renewed confidence which is being offered them, and the two things must not be confounded. Otherwise character and ability are at once put at a discount by the business community, and the reckless salesman who fails oftenest is the best business man.

It should be plainly said, that the failure of this house is due to the ruinous methods of doing business which the demoralization of the business community at large, and of the book trade in particular, force upon men who know better. The individual misfortunes of the two fires were simply the last straws that broke the camel's back. There was not enough margin in the business to give any elasticity when such misfortunes came upon them, and that is the long and short of it. The two firms together did a jobbing business which was not far from the largest in the country, and which, apart from the publishing and retailing business of the Boston firm, ought even in dull times to have easily retrieved such losses as those by the fires, and tided the house over to better times. The London book jobbers are among the strongest houses in England, simply be-

cause the trade there is not afflicted with this reckless American spirit, and knows that it can't sell books except at a profit. In this country, the cut-throat competition which has afflicted every branch of the trade, has brought the jobbing business down to a margin that often does not clear expenses, and compels mixed houses to pay virtual losses on that side out of the too small profits of their publishing departments. The system of doing business on an insufficient margin; selling with reckless disregard of what should really make or mar a buyers' credit; forcing books on a market which does not need and can not pay for them, without the abundant capital to cover such speculations; large expenditures with small returns—this is a system under which no trade can prosper, and but for which this house might have been saved from failure. All honor to its partners that they saw this, and were not afraid to be pioneers in the movement toward sounder business principles. It is their misfortune that they suffered some of the sacrifice that must come temporarily in righting such a general wrong, and could not hold out long enough to reap the compensating reward of living profits—a business with margin enough to meet fires—that will follow if the reform is persevered in. This is a chief claim of Lee & Shepard to the active sympathy of the trade.

We do not believe, as a rule, in making bankruptcy easy, but it will be well for the trade to set this house upon its feet again with the least possible delay. Were it not for the promise of the reform, we should certainly feel it wiser for men of such ability as William Lee and his partners to go out of our own trade into some other, in which they would have a reasonable chance to earn what they are worth. Indeed, we may say frankly that there is no use in the trade setting Lee & Shepard right again, if it means to continue encouraging reckless men, undersellers, enemies of sound trade, a block or two off, to bankrupt a good part of the trade, themselves first, by selling at prices which every publisher knows means loss—whether they do it by lotteries or not. But we believe the end of this sort of thing is coming, and therefore the trade can not afford to let Lee & Shepard stop; and if they are to go on, they should go on with as little delay and derangement as possible. They are honest men, their statements will be honest, and our advice to creditors is to accept at once such offer as they may first make. At the same time, in justice to the general trade, we must say that the failure must not be allowed to put other houses, which have not failed, at a disadvantage. That would be the position of things if their present stock should be thrown on the market at forced

sale, and they then be allowed to go on with a fresh stock and better credit than before. Such a sale would give the undersellers another chance, and have the vicious effect of a fall trade sale, besides realizing little for the creditors. If, however, any fair settlement the house may offer, to do the best they can for their creditors by managing their present stock, shall be accepted, it seems to us the failure may not be a bad thing for the trade, by opening their eyes a little wider to the necessity of doing business in a sound way. Accordingly, we voice the sentiment of the whole trade in offering to Messrs. Lee, Shepard and Dillingham the hearty sympathy of all, and the hope that it may be long before their names and influence be lost to the book trade.

THE anti-book-trade of Boston is going into the lottery business. The daily papers have flaming column-advertisements of the gift enterprise of a widely-known underseller, whose credit is good with the publishers, and who sells their books at prices below those at which they can afford to sell them to the largest jobbers. Besides this, he offers prizes in greenbacks, from \$1000 down, on the lottery principle, to all buyers of his dollar books. The store, we learn, is crowded, and of course no customers are seen in the other stores, which prefer to sell goods at not less than cost. How long a merchant can pay his debts, doing business on the principle of this lottery manager, we leave to any publisher who may have happened to study arithmetic. Mr. Piper, who often paid cash and whose credit was excellent, gave away only his books and not greenbacks as well, but we believe he did not pay many cents to the dollar. Doubtless, our lottery friend will have considerable tempting cash in hand after his enterprise, whatever debts there may be also, but if any publisher thinks he can afford to let his books go into such slaughters again, he deserves to lose every cent he has allowed the undersellers to get out of him, and then to fail himself. If there is no lottery law in the Puritan State to stop this sort of thing, there should certainly be enough common sense among business men to prevent its repetition. Meanwhile the trade must suffer and the reform wait.

WE give elsewhere a full report of the Boston meeting, delayed from last week, and we trust its first effect will be to shut up the lottery shop. The rule of the A. B. T. A. was printed in Philadelphia, with a local definition of large buyers, on a sheet for signatures, under the leadership of the Lippincotts, the Claxton

house, and Porter & Coates, and was generally signed to take effect from September 1st. In this city, the regular trade is all right, and it only remains now to put the discounts right up to the professional undersellers.

AN admirable letter on the reform, in reply to some remarkable logic of a correspondent opposing it, appeared in the *Tribune* of Aug. 16th, and the trade should "make a note on't."

The Boston Meeting.

THE meeting of the book trade of New-England at the Parker House, Boston, called together nearly a hundred publishers, jobbers, and booksellers from most of the Eastern States. Mr. Randolph came from Lake George to attend the meeting, and on nomination of Mr. William Lee, who called the meeting to order, was elected chairman. Mr. W. H. Dennett, a veteran Boston publisher, was made secretary of the meeting. Mr. Randolph, in taking the chair, made some pleasant remarks, alluding to Mr. Lee, and Mr. Lee then spoke as follows:

GENTLEMEN: I am glad to meet so good a delegation of the New-England book trade. With such an attendance we may well hope to accomplish our object in coming here.

We are here, to quote the words of the call, "to form an organization which, in connection with the American Book Trade Association and the Publishers' Board of Trade, shall arrange a uniform scale of prices, such as shall once more give to both country and city booksellers a fair living profit."

We all know how much a step of this kind is needed; we have all watched with interest the progress of the book-trade reform, which is working so well in the West, and I need not stop to tell you what has been accomplished by the two great conventions, the first at Put-in-Bay, and the other at Niagara Falls. What we need now is to follow up in New-England what has been so well begun elsewhere.

There is a notion abroad that publishers and jobbers have not the same interest as the retailers have in this movement; but this is not so. It is true, publishers could make and sell their books in lots small or large; they could supply all the libraries, and all retail buyers. But the book trade of the country would suffer by such a course; that is to say, there would be hardly half so many books sold, and the community would suffer even more. A retail bookstore stocked with books that are fully up to the tastes of those living around it, is one of the most valuable literary institutions that a country town can boast of—one of the very best educators that our country can afford; it diffuses a taste for reading and study throughout the community. The very backs and titles of the books on the shelves have an inspiration in them to all the young people who enter the store, and in this way the number of future book-buyers is largely increased.

The owner of such a bookstore as this is a public benefactor, and deserves to be patronized and protected. Neither the publisher nor the public can afford to lose him. The publisher has no disposition to sell his books to such a

man's customers, and the customers have almost as little disposition to go away from home to buy.

But there is now and then a retailer of another kind. He wants to stand between publisher and buyer, with no other object in the world except to take life easy and get a good profit on what books the people have to buy. But this man has no claim to protection, and the publisher has no interest in him, for he decreases rather than increases the sale of books. He has mistaken his calling; he should sell his few rusty volumes at auction and "step down and out," leaving his place to be filled by a better man.

But there is one very strong reason why publishers have an interest in protecting retailers.

The book trade is evidently undergoing a radical change. Readers are depending more and more on libraries. Where fifty volumes were sold in former years, scarce ten are called for now, in proportion to the population and wealth.

Now circulating libraries have their place, and may do an immense amount of good, if kept within their proper bounds. For the lighter class of books, such as need to be read but once, they serve a good purpose. A first-rate town library is also a convenient place to keep expensive books of reference. But when it is made to take the place of home libraries, it becomes a great demoralizer. It leads to light and careless reading. Most books that are worth reading once, are worth reading twice, and are worth owning. Careful reviewing, we are told, is what makes the scholar and the thinker.

Now if books are ordered mainly direct from the publishers, they will finally come to be ordered almost exclusively by libraries, and the sale will fall off proportionally. Thus publishers in the first place, and at length the whole community, will suffer. Well-stocked retail bookstores, and live and active retail booksellers, will do more than any thing else to set readers to buying their books again and reading them more carefully.

In a word, nothing can be clearer than the fact that publishers, jobbers, retailers, have a common interest in this movement, which has been so well begun, and the large dealers are ready to strengthen the hands of the retailers in every practicable way.

But—and I want to say it here and now—the whole New-England trade are expected to take hold thoroughly in earnest. A year ago, when this movement began, there were some parties who cheered it on; but when the rules began to work, and many of us were trying to carry them out to the letter, at a great sacrifice of trade, these same parties held back, hoping to catch the trade that was lost by the rest of us. By the present regulations there is a provision for cases of this kind. If a bookseller stands out, the 20 per cent rule may be suspended in his section of country, and books can be sold at any price that dealers choose to put upon them.

Now if any booksellers undertake to stand out this year, I, for one, propose to give them as much of low prices as they may want. And if we begin to retail at wholesale prices, it will be no quarter off, but a third, or even forty per cent on first-class books.

It is well to have this matter well understood at the start, so that there may be no cause of complaint if the time should come for a suspension of the rules.

Mr. Randolph added that the Association must be a union in the fullest sense of the word, and said that New-York houses were prepared to take strong action against undersellers.

Mr. James Campbell offered a resolution setting forth that in view of the formation of a Western Booksellers' Association, with headquarters at Chicago, and of a Central Association, with headquarters at New-York, it was expedient to complete the organization of the trade by forming an Eastern Association, auxiliary to the A. B. T. A., composed of all the publishers and booksellers of the New-England States. Mr. Campbell suggested a committee of five for the purpose; but on amendment of Mr. Ticknor, the number was made fifteen, and the resolution was then carried. Mr. Lothrop proposed that this should also be a nominating committee, to report a list of officers, which suggestion was accepted. The following committee was named:

S. F. Nichols, Nichols & Hall, Boston.

J. L. Hammett, Boston.

H. A. Young, Boston.

James Campbell, Boston.

Charles A. B. Shepard, Lee & Shepard, Boston.

J. S. Lockwood, Lockwood, Brooks & Co., Boston.

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M. H. Sargent, Congregational Soc., Boston.

T. W. Deland, Little, Brown & Co., Boston.

A. F. Graves, Boston.

B. H. Ticknor, James R. Osgood & Co., Boston.

James Noyes, Bailey & Noyes, Portland, Me.

Mr. Goodenough, Providence, R. I.

Benjamin Earle, Fall River, Mass.

W. F. Draper, Andover, Mass.

While the committee was out, there was the usual "experience meeting," participated in by Messrs. Goodenough, of Providence; Tomlinson, Eastman, of Concord; Randolph, Hammett, of Newport; Nelson & Spear, of Amherst; Parker, of Hanover; Sever, of Cambridge; Dawes, of New-Bedford; Tibbitts, of Providence; Williams, of Providence; Wood, of Newport; N. J. Bartlett, of Boston, and Mr. Randolph again, who summed up the facts brought out in the discussion, and strongly advocated the twenty per cent rule.

A number of cordial letters were then read. A member of the firm of Hoyt, Fogg & Donham, of Portland, Me., wrote that "circumstances and the inevitable hay fever, which is not a circumstance," prevented their attendance, but they authorized Mr. Lee to vote early and often for them in favor of such honorable measures as can best characterize a profession to which they were proud to belong. E. F. & W. G. Duren, and Charles Hight, of Bangor, Me., united in a cordial letter. D. H. Knowlton, of Farmington, Me., expressed himself in full sympathy, and asked that his name should be added to the Association. S. Huntington, of Burlington, Vt., wrote "Amen" to all the associations had so far done—"Only continue in well-doing, and count me in for all." E. B. Whiting, of St. Albans, Vt., regretted his enforced absence, and wrote:

"I long since became discouraged and disgusted with the bookselling business which I have followed for thirty years, and of late have been more especially engaged in other business. The efforts to improve the trade I hope may prove successful. It would seem to be for the interest of all parties."

A Vermont dealer wrote as follows:

BRANDON, VT., Aug. 16, 1875.

MR. WILLIAM LEE, *Chairman Executive Committee A. B. T. A., Boston, Mass.:*

DEAR SIR: I find it impossible to accept your invitation, but I wish to express my entire dissatisfaction with the manner the book trade has been conducted in the past few years by publishers, and my hearty sympathy with any movement which has for its object the removal of the unnecessary but disastrous evils which have cursed the retailers of late.

I am glad to know the day is dawning when publishers must protect the legitimate retail dealer, or cease to sell to him. I believe this is the plain English of it. When my next-door neighbor, who happens to be in the harness, furniture, drug, or jewelry business, can buy books of the publishers as low as I can, and in some instances even lower, it is high time I cried out against it. When retailers find that the publishers are their competitors, as I have found in several instances recently, it can not be a matter of surprise to any man that they leave the field to the publishers in disgust.

It seems to me there should be a uniform rate of discount on all books to all dealers—to those, and those only, who are known to be in the book trade.

If it be objected that this plan would not, in all its phases, prove favorable to the interests of the publisher—that in order to induce professional men, schools, and associations to buy, a discount must be made, it may be replied that the nominal retail price of nearly all books is too high.

By reducing the retail price, and then establishing a uniform rate of discount to dealers, publishers would thus offer an "inducement" which, it seems to me, would be attended by the best results to them in the end.

At present, no retailer can have any heart to try to sell books. Give him the inducement of 25 per cent, or even 20 per cent discount, for his labor, and he will gladly work, and work for the publisher, because he will at the same time be working for himself. This would be as good a guarantee of success to all meritorious publishers as they could hope to find anywhere.

For one, I would be content with a discount of 25 per cent, if, when a customer comes in (and objects to the price, or takes it without grumbling, as the case might be), I could be morally certain he could not buy the book one cent less of any other living man, or set of men.

On that basis I could sell books, and shall hail the day when I shall have a chance to try it. That day will see publishers and retailers fast friends, as they ever should be. It will see more books sold, and infinitely less dissatisfaction on the part of the public.

That your meeting on the 19th inst. may do what it can to hasten that glad day, is the earnest wish of
Yours very truly,
C. H. SLASON.

Tuttle & Co., Rutland, Vermont, wrote: "We early went in for the 20 per cent rule and

protection to the trade, and have lost some customers by a noted Boston house, who first signed the 20 per cent rule, offering now to sell private parties and small buyers at even 40 per cent off, while the same party had bought of us within a month at 20 per cent off, and said he was satisfied to pay it. We would like to call names, but forbear. We wish no discount was given on small orders outside the trade, and on single book orders. We refuse to give any, and trust the time will come when all publishers will see they are cutting their own throats by selling to *every one* alike. We carry \$10 worth of miscellaneous books now where we used to have \$100. Put us down for any thing reasonable, so that we can keep more books in stock and less *Yankee notions*."

Letters indorsing the proposed association were received also from J. M. Davis and A. E. Jones, of Farmington, Me.; Valpey, Angell & Co., Providence; W. H. Gross, Hartford; Geo. H. Williams, Putnam, Ct., and others.

The Committee here returned, and their report was read by Mr. Shepard. On motion, the report was accepted, and it was voted to proceed to the consideration of the Constitution, article by article. The name adopted was the New-England Booksellers' Association. The Constitution was essentially that of the Central Association. Articles I.-XII. were adopted *seriatim*, and afterward the Constitution as a whole. On motion of Mr. Campbell, opportunity was then given to sign the Constitution, and the following became members on the spot:

SIGNERS OF THE CONSTITUTION OF N. E. B. ASSOCIATION, BOSTON, AUGUST 19, 1875.

Lee & Shepard, Boston.
James Campbell, Boston.
Edson C. Eastman, Concord, N. H.
D. Lothrop, Boston.
Bailey & Noyes, Portland, Me.
N. Bangs Williams & Co., Providence, R. I.
Tibbitts & Randall, Providence, R. I.
Edmund Dews.
J. L. Hammett, Boston.
J. S. Locke & Co., Boston.
Otis Clapp & Son, Boston.
Thompson, Brown & Co., Boston.
N. F. Smith, Milford, Mass.
S. M. Morse & Co.
Lockwood, Brooks & Co., Boston.
C. C. McLauthlin.
Nichols & Hall, Boston.
Charles W. Sever, Cambridge, Mass.
The Tillinghast & Mason News Co.; J. W. Tillinghast, manager, Providence, R. I.
Knight, Adams & Co., Boston.
Andrew F. Graves, Boston
James Mitchell, Charlestown.
A. Williams & Co., Boston.
H. J. Ward, Newport, R. I.
L. J. Noros, Fall River, Mass.
John S. E. Rogers, Gloucester, Mass.
J. F. Cummings, agent American Tract Society, Boston.
Nolan & Fay, Marlboro', Mass.
Allen & Cowan, Palmer, Mass.
Robert Adams, Fall River.
Edwin Nelson, Amherst, Mass.
N. J. Bartlett, Boston.
M. N. Spear, Amherst, Mass.
J. B. Parker, Hanover, N. H.
William Tomlinson, Boston.
W. F. Draper, Andover.

Otis K. Newton, Westboro, Mass.
William S. Patten, Quincy.
James R. Osgood & Co., Boston.
Benjamin Earl & Son, Fall River.
Roberts Bros., Boston.

The Association being thus started, Mr. Ticknor proposed the following list of officers, and was, on motion, appointed to cast the vote of those present for the same:

President—A. Williams, of Boston.

Vice-Presidents—G. B. Loring, of Portland; J. H. Foster, of Portsmouth; S. Huntington, of Burlington; W. F. Draper, of Andover; Daniel Perrin, of Providence; W. J. Hamersley, of Hartford.

Treasurer—J. E. Merrill.

Corresponding Secretary—William Tomlinson, of Boston.

Recording Secretary—Charles L. Damrell, of Boston.

Executive Committee—William Lee, of Boston, chairman; S. F. Nichols, T. W. Deland, J. R. Osgood, James Campbell, of Boston; David Bugbee, of Bangor; W. H. Gross, of Hartford.

Arbitration Committee—J. L. Hammett, Dana Estes, H. O. Houghton, D. F. Knight, M. H. Sargent, of Boston; James Noyes, of Portland; S. S. Rider, of Providence.

Committee on Finance—Andrew Graves, of Boston; B. H. Ticknor, of Boston; C. E. Hammett, of Newport; G. T. Tibbets, of Providence; A. L. Dresser, of Portland.

Committee on Assemblies—C. A. B. Shepard, of Boston; John S. Lockwood, of Boston; C. W. Sever, of Cambridge; Putnam, of Worcester; E. C. Eastman, of Concord.

On motion, the proposed by-laws, the same as the original by-laws of the Central Association, were again read, but the subject was laid on the table for the present. On motion of Mr. Lee, the resolution of the A. B. T. A. regarding discounts was adopted by the Association, an amendment by Mr. Campbell, to omit the words "clergymen and teachers," being lost.

A resolution offered by Mr. Campbell, after amendment, was passed, as follows:

Resolved, That we earnestly protest against publishers selling their own publications at a discount from the prices they had themselves affixed, in any quantity to parties outside the trade.

A second resolution offered by him was also passed:

Resolved, That we respectfully protest against school-book publishers selling their school-books to teachers, or retailing them to scholars or students, at less than the retail prices they themselves have made.

On motion, Messrs. H. A. Tillinghast, E. C. Eastman, and H. A. Young were appointed a committee to conduct the President to the chair. Mr. Williams then spoke as follows:

GENTLEMEN: It is an honor of which one may well be proud, to be called upon to preside over the New-England Booksellers' Association. It is a position I have not sought for, and it would have been more grateful to my feelings to have declined; but your united voices and the urgent solicitation of friends have prevailed, and I accept the distinguished position with sincere thanks.

I must infer that you have selected me by reason of my long experience in the retail book business in this city, and it may be because I occupy the "Old Corner Bookstore"—a place made famous the world over by the presence of the greatest wits and poets of this age and generation.

We have met here to-day to see if we can make the book business of Boston and of New-England a fairer and more honorable business, and elevate it to the standard of other trades and professions.

No one will deny that during the last five years the retail book business has suffered from the severest competition in prices, completely demoralizing the trade, and causing general depression and loss. We have met together as "mutual sufferers" to devise ways and means of relief and redress. In these and such other measures as will tend to secure the objects of the Association, you may rely on my entire devotion to your interests.

Mr. Randolph, on leaving the chair, made a few remarks, and was honored with a vote of thanks from the Association.

The time of putting the rules into operation was then discussed, and it was carried that they should be binding from August 25th.

On motion, the PUBLISHERS' WEEKLY was made the official organ of the Association.

On motion, the Executive Committee was requested to solicit the names of New-England booksellers as members of the Association.

The meeting then adjourned.

Discounts to Ministers.

BY A RETAIL BOOKSELLER.

(From *New-York Evangelist*, August 5th.)

FOR many years it has been customary in the book trade to make a discount to ministers of from fifteen to twenty per cent. At the recent convention of publishers and booksellers at Niagara Falls, this custom was indorsed. The trade were allowed to discount twenty per cent to ministers, teachers, libraries, and large buyers of books, but required to exact full retail prices from all other classes in the community.

The clergy will no doubt be gratified with this favorable ruling, not thinking what effect this practice has had and will continue to have upon the bookseller. While the latter yields to the practice of the trade in granting the discount, he feels that it is unjust, and is looking forward to the time when all class distinctions shall be abolished.

Is it proper to ask why should ministers be entitled to a discount, and the full price be required of others? Is it because, as a class, they are more poorly paid than other men, and should therefore be treated as mendicants? It is doubtful whether this aspect of the case would be agreeable or strictly true, and yet it is upon this ground undoubtedly that the favor is granted. But supposing it to be true, why should not the druggist and the grocer, the hardware dealer and the tailor, make a twenty per cent discount as well as the bookseller?

The home missionary receives a salary of \$1000. How many in his congregation have a larger income? The pastor in the East receives a salary of from \$1000 to \$10,000. What proportion of his congregation earn as much? It

should be remembered, too, that the minister is to an extent free from taxes, pew-rent, and many calls upon his purse to which the business man is subject.

Now is it right to exact from the laboring man, the mechanic, the clerk, \$1 for a book, and sell the same to a clergyman for 80 cents? Can the man who receives his \$2 a day see any consistency in paying \$1.50 for a school-book, while the minister who has a salary of \$2500 pays but \$1.20?

We doubt the rightfulness of such distinctions, and question whether all such favors, whether from booksellers, railroads, or the Government itself, do not have a tendency to degrade the profession, and to detract from an independence which, above all men, they should seek to retain. We do not believe it in accordance with the teachings of the New Testament, or with the practice of Christ and his apostles, thus to ask or accept of favors. The chief apostle would maintain his independence even to the extent of declining all pay for his preaching. Christ asked no exemption for himself or his disciples, from the taxes to which other men were subject.

If the publisher or bookseller wishes to favor the profession, let him give the book out and out, and if the minister wishes to retain his self-respect and the respect of other men, let him contribute his share towards sustaining all honorable kinds of business by paying the full price.

It is believed that if ministers would reflect upon this matter, their views and practice would be changed. There is no doubt misapprehension in regard to the real cost of books to the publisher and seller.

The ordinary discount to the retail bookseller is one third, increased in some cases by an additional five per cent, making the cost of a book published at \$1.64 or 67 cents. A discount of twenty per cent would make the price 80 cents. This would seem to leave a fair margin for profits. But to the original cost must be added the expense of conducting the business, and this brings the cost of the one dollar book to quite 80 cents, and perhaps over. It will thus be seen that, by a discount of twenty per cent, the entire net profit is taken off, leaving the seller nothing upon which to live. Should this discount be made to all, it would be plain that the bookseller would soon be a bankrupt. In some sections this has been done, and the seller has only been kept from bankruptcy by adding to his stock in trade almost every imaginable kind of merchandise, thus degrading the calling, and converting a place which should be the fountain of light to the country about, to a mere confectionery and toy store.

What the retail bookseller desires is, that publishers should reduce the retail prices—make a less discount to the trade, and none whatever to those who are outside. It is believed thus the interest of all parties would be advanced—the purchaser would not expect a discount, and the sales of both publishers and booksellers would be increased.

MR. A. SETLIFF, of Nashville, as a member of the Committee on Local Organization, called a meeting of the Tennessee trade, at Nashville, for August 24th. It was proposed to form a comprehensive State organization.

Shakespeare Bibliography.

(From *The Nation*.)

J. R. OSGOOD & Co. have in preparation for publishing in the fall "A Bibliography of the Original Quartos and Folios of Shakspeare, with particular reference to copies in America," by Justin Winsor, Superintendent of the Boston Public Library. This notable work is designed "to provide in a manual what can not now be found in a single volume—a sure means of testing the genuineness and state of copies of the early quarto and folio editions," calling to the aid of the descriptive text the heliotype process of reproduction in facsimile. There will be sixty-eight illustrations of this kind, nearly one half of which will be made directly from originals, most of these being in the famous Barton Collection of the Public Library, but some existing only in England, and being unique even there. As all other modes of facsimile have proved more or less defective (for example, the silver photographic prints made by Mr. Halliwell having faded into illegibility in twenty years), Mr. Winsor will, by way of comparison, give two heliotypes of Harris's very skilful direct hand-wrought facsimiles, and one of Ashbee's lithographic transfers by tracing. The reading matter will consist of the revised and recast bibliographical notes of Mr. Winsor, which have already appeared in his monthly reports, supplemented by a history of the principal collections of the quartos and folios, and a collation of opinions on the state of the text of these varieties, a review of their commercial valuation, and other interesting data. Two hundred and fifty copies quarto will be printed, after which the plates will be destroyed; and American subscriptions (at \$25 each) will be received for only one hundred and fifty, the rest of the edition being reserved for Europe. There is no need of saying that the execution of this Bibliography will be highly creditable to the author and to the institution which he so admirably conducts.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

The Book Fair.

ROBERTS & HILLHOUSE, Kalamazoo, Mich., write:

"We are interested in the Book Fair, and would have attended it, had it been at a season of the year that seemed to warrant heavy purchases. If one could be held late in the fall—October, or first of November—you would see how it would draw Western men, providing publishers would make their own terms to dealers. Most booksellers would like to go East for their entire holiday stock, and if they'd buy from all the publishers at one place,

on favorable terms, it would bring the retail dealer, publisher, and jobber face to face once a year, instead of dealing through traveling salesmen. Publishers and jobbers would very materially increase their sales if they came in contact with their customers personally. We hope to see a fair inaugurated this fall."

A CORRESPONDENT in New-Jersey illustrates the state of trade by the story of a neighbor in the dry-goods business, who offered to take a copy of Sherman's Memoirs at \$4, provided he would take it out in trade. The book was being offered at the time around town, at that price. When publishers will give him as good terms as they do to those cut-throats, he hopes for better times.

BOOKS RECEIVED.

JEAN, by Mrs. Newman. (Harper & Brothers.) "Jean" is a young girl who has grown up in the belief that she is poor and friendless. All at once she is claimed by her father, a rich East-Indian merchant, and informed that she is heir to a large fortune. This fortune is the source of great unhappiness to her, as it had long been looked upon by her aunt and cousins as their own. Her advent into the family is the beginning of many conflicts, in which Jean's soul is sorely tried. Jean's character will inspire the strongest interest; it is beautifully depicted in its unflinching integrity. The story is finely worked up, chaining the reader's attention throughout. 8vo, paper, 50 c.

THE CRIMSON STAR; or, the Midnight Vision, by Mrs. Sarah A. Wright. (Masonic and Miscellaneous Pub. Co.) "A romance founded on facts," which occurred just before our late war. The story opens in the South, and finishes amid the romantic scenery of the Hudson. We can not refrain from noticing the peculiar manner in which the volume closes. The authoress says: "Now that our story is ended, we will try and amuse our readers with a series of poems and sketches on different summer resorts;" then follow puffs of hotels, lines of travel, musical instruments, etc., etc., most vividly worked up, with an occasional "falling into" verse, very much in "Mr. Boffin's" style—which is both amusing and instructive. 12mo, cloth, \$1.50.

HOOSIER MOSAICS, by Maurice Thompson. (E. J. Hale & Son.) A number of short stories, written with a good deal of spirit, and displaying considerable originality. They deal altogether with Western scenes and characters, and are not unlike Bret Harte in style. The volume is uniform with "Little Classics," and is bound very attractively. Cloth, red-edged, \$1.25.

JUSTIFICATION BY FAITH, by Simeon W. Harkey, D.D. (Lutheran Board of Pub.) An exposition of the Lutheran doctrine of "justification by faith," intended for general readers. Sq. 12mo, cloth, \$1.25.

ELI PERKINS (AT LARGE), by Melville D. Landon. (J. B. Ford & Co.) The witty sayings and doings of Eli and his Uncle Consider form a most entertaining volume. So many of the anecdotes are facts, and related about well-known men of the city, that the book will be widely sought for. Wall street is done full

justice to, and its kings made the subject of any number of funny stories and ridiculous experiences. Any one wanting a book to pick up at odd moments, with a certainty of always finding amusement, is advised to buy it. The illustrations "by those designing young men, Nast, Darley, Fredericks, Eytinge, etc.," are very good. 12mo, cloth, \$1.25.

ST. SIMON'S NIECE, by Frank Lee Benedict (Harper & Brothers). "St. Simon" is an American and an adventurer—one of the polished, educated, fascinating kind—utterly without heart or conscience apparently. His niece is a feminine edition of himself, with an additional glamour thrown over her wickedness by her beauty and wit. These people are the originators of a vast swindling scheme—a silver mine in Nevada, which proves delusive, being the base of it—which takes in half of Paris and no end of Americans. They ride on the wave of success for a year, go into the best Parisian society, and end ingloriously however. "Fanny," the wicked niece, does a most wonderful amount of flirting, and breaks hearts right and left. The book is quite entrancing, like every thing Mr. Benedict writes, and will be eagerly perused, both for the story and the wit of the dialogues. 8vo, paper, \$1.

THE SOVEREIGNS OF INDUSTRY, by Edwin M. Chamberlin. (Lee & Shepard.) This volume deals entirely with the question of labor and capital. It is divided into six chapters, taking its title from the organization recently established by workmen for the protection of labor, called "The Sovereigns of Industry." The chapters discuss "The Struggle for Existence," "The Organization of Labor," "The Association of the Laborers," the final one explaining and defining the aims and objects of the society named, and also presenting its constitution. 12mo, cloth, \$1.25.

A HISTORY OF ENGLAND, by M. E. Thalhheimer. (Wilson, Hinkle & Co.) Miss Thalhheimer's previous contributions to educational literature warrant great expectations for her new effort. Nor will the result be disappointing, the work being every thing that could be desired for a text-book, both in the style in which it is written and in its get-up. A clean white page, fine type, and attractive pictures enhance the value of very charming reading matter. The work is written especially for American students, a very successful effort being made to give an American view of the great statesmen who laid the foundations of America's freedom. The volume is well supplemented with maps. 12mo, cloth, \$1.50.

LANGUAGE LESSONS, by Miss P. W. Sudlow and W. E. Crosby.—TEACHER'S MANUAL FOR LANGUAGE LESSONS. (Day, Egbert & Fidler.) These books are well known in schools as among the best educational works issued. The publishers, this season, present us with new and revised editions of them, gotten up in the best style. The manual includes the "Language Lessons"—or the "Language Lessons" may be obtained in a separate volume. Part 1, 35 cents. Part 2, 70 cents.

THE PRINCIPLES OF CHEMISTRY AND MOLECULAR MECHANICS, by Dr. Gustavus Hinrichs. (Day, Egbert & Fidler.) Also a new edition of a volume forming a part of Hinrichs' Graded Course in Physical Science. 12mo, cloth, \$2.50.

LITERARY AND TRADE NEWS.

THE prices of the following works in our Educational Catalogue should be thus corrected: p. 319, Harkness's "New Latin Grammar," \$1.50; p. 325, Sprague's "Electricity," \$3. There should be inserted Hurst's "Outline of Church History," 8o c., Nelson & Phillips.

MR. CHARLES T. DODD, of the house of Dodd & Mead, has become associated with the Brooklyn *Journal of Education*, representing the business department of that paper among the publishers, where his personal popularity will doubtless insure a favorable reception.

WE call attention to an advertisement in our advertising columns of a situation wanted by a gentleman of large experience in the publishing trade. From his long connection with the business, both as associated with other houses and when in business for himself, any house would find great profit in his services.

MR. A. EYRICH, of New-Orleans, fears that the manner in which his name is printed in the Convention roll would lead readers to suppose that he is a member of the firm of Eyrich & Co., Jackson, Miss., which he has not been for nine years. He writes that the record should stand:

A. Eyrich, New-Orleans, representing R. G. Eyrich, New-Orleans; Eyrich & Co., Jackson, Miss.; G. W. Turton, Pensacola, Fla.

A NUMBER of new juveniles are announced by Lothrop for the fall. The author of "Evening Rest" will have a book entitled "Bonnie Aerie"; "Pansy's" next will be "Grandpa's Darlings," while "Faye Huntington" will succeed "Dr. Dean's Story" with "Mrs. Dean's Way." Other of their expected books are "Henry's Outlines of Church History," and "Stick to the Raft."

HELP WANTED.

WANTED—An expert Bibliographer, for Catalogue work. None need apply who can not give satisfactory reference relating to their thorough knowledge of the theory and practice of systematic cataloguing. Address, A. B. C. D., Publishers' Weekly.

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A FIRST-CLASS Book, Stationery, and Fancy Goods—stock of Goods complete—in a flourishing city of 10,000 inhabitants. No competition in the town. Terms, reasons for selling, references, etc., etc., made known to any parties that mean business. Address, H., care Publishers' Weekly.

BOOKS WANTED

B. WESTERMANN & CO., NEW-YORK.
Poole, Index to Periodical Literature, 1853.

BOOKS FOR SALE.

A LARGE quantity of second-hand Preparatory School and College Text-Books for sale at one half price. Send list of books wanted and get prices.

JAMES CAMPBELL,
Publisher, Bookseller, and Stationer,
18 Tremont Street, Boston, Mass.

FOR SALE.

TWO hundred Bartholomew's Primary Drawing Cards, No. 2, at ten cents. STEELE & AVERY, Rochester, N. Y.

SITUATIONS WANTED.

AS Traveling Salesman for a Book, Stationery, or Toy and Fancy Goods house, by a gentleman of fourteen years' experience in the trade. Will travel on salary or commission. Address, C. J. S., care F. Leyboldt, 37 Park Row, N. Y.

TO Booksellers and Publishers.—The advertiser (who is 30 years of age), live and active, and possessed of good business qualifications, is desirous of an engagement at once as Salesman, traveling or otherwise, or in any capacity where his long and extensive experience and knowledge of the book trade, both domestic and foreign, could be utilized. References first class and expectations most moderate. Address, "T. R.," Messrs. George A. Leavitt & Co., N. Y. City.

A GENTLEMAN, many years engaged in the Publishing Business, desires a position. For a long time was established for himself, and is well known to the trade. Address, J. S. R., Publishers' Weekly office.



It is easily applied with ordinary paint-brush, over any painted or unpainted surface, and persons with common skill can make a perfect blackboard upon any smooth surface, which will be free from streaks, and give solid, fine stone surface. Boards of Education do well with it. Sold at all School Book and Stationery Stores. **N. Y. Silicate Book Slate Co.**
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Cheapest in the market. Agents wanted. Samples sent by mail on receipt of 75 cents.



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SOLE MANUFACTURERS,

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JOS. H. COATES & CO.,

whom Porter & Coates commend to the courtesies of their friends.

The place of business of Jos. H. Coates & Co. will be in the building of PORTER & COATES, 822 Chestnut Street, Philadelphia, through whom also their publications will be supplied to the trade.

PHILADELPHIA, Aug. 2, 1875.

PRICES REDUCED.

The price of Prof. THAYER's Edition of

Buttmann's Grammar

Of the New Testament Greek is reduced from \$3.50 to \$2.75

Winer's New Testament Grammar,

From \$5 to \$4.

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W. F. DRAPER, Andover, Mass.

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SHELDON & Co.,
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CLARK & MAYNARD,

COLLINS & BROTHER,
DODD & MEAD,
BIGLOW & MAIN,

POTT, YOUNG & Co.,
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SMITH & McDOUGAL,

82 BEEKMAN STREET, New York.

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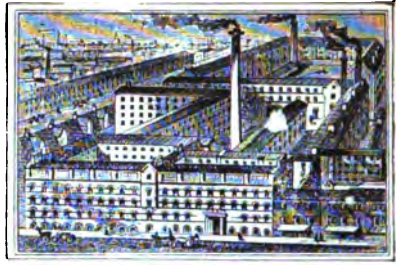
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In compliance with the many urgent requests, the forthcoming ANNUAL will have an INDEX. Of course, like Whitaker's, it can only include the more prominent works and editions, and is to serve merely as a temporary expedient until the completion of the American Catalogue and Finding List. Imperfect as such an Index necessarily must be, it will, by indicating the publishers of live authors and the principal works on any live subject, greatly facilitate ready reference.

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The Publishers' Weekly.

SEPTEMBER 11, 1875.

TERMS OF ADVERTISING.

One page.....	\$20 00
Half page.....	10 00
Quarter page.....	7 00
Eighth page.....	4 00
Sixteenth page.....	2 50
Short advertisements, per line.....	25
Front, back, second and third pages and pages facing editorial matter, \$25. <i>Applications for these pages should be made at least ten days before publication day.</i>	
Liberal rates for twelve, six, and three months' contracts.	
<i>Situations Wanted.</i> Free insertion of five lines; 25 cents for every additional line.	
<i>Books for Sale or Exchange, or Wanted to Purchase,</i> 25 cents per line. (Subscribers have the privilege to advertise rare or second-hand books at 10 cents per line.)	
Short advertisements must invariably be paid in advance.	

Terms of Subscription (payable in advance).—\$3.50 per annum, postage prepaid. Single Numbers, 7 cents, or 8 cents post-paid.

Advertisements should reach the office of the Publishers' Weekly not later than Wednesday morning, but are desired as much earlier as possible. Address P. O. Box, 4295.

Subscriptions and Advertisements from England received by B. F. Stevens, 17 Henrietta street, Covent Garden, London. Subscriptions from the European Continent filled by E. Steiger, 22 and 24 Frankfurt street, New York, and all German booksellers.

NOTES IN SEASON.

THE Osgoods will start this week popular new illustrated editions of several standard authors. The Melrose Waverley, uniform with the beautiful Kensington Thackeray, in 13 vols., at \$2, is intended to be "the cheapest good edition of the Waverley novels ever produced in America." The Gadshill Dickens, in same style, will be in 15 vols. The Library Reade, uniform with the library editions of Dickens, Waverley, etc., will be in 6 vols., at \$1.50. Each of these series will have two illustrations per vol., and "Waverley" with "The Aniquary," "Pickwick Papers," and "Griffith Gault" as also Viollet-le-Duc's "Annals of a Fortress," are scheduled for to-day. The Miscellanies of Thackeray will be issued in "Library" style, five vols., with many illustrations, to complete that edition of his works.

WILLIAM F. GILL & Co. have about ready "The New Don Quixote," "by the French Dickens," who is Alph. Daudet, and "For a Woman's Sake," "by the Wilkie Collins of Germany," who is Hans Wachenhusen. The former is an extravaganza, said to be clever, of a funny French bravado, the latter a readable German novel, translated by "MS." A new volume of the "Satchel Series" is also nearly ready, with contributions by Miss Braddon, the "Danbury News Man," Swinburne, and others—a sufficiently wide range.

THE author of "Travels in Portugal," just ready at the Putnams, is said to be the British consul at Oporto, Mr. Oswald Cranford, who conceals his identity under the nom de plume of John Latouche. This pleasant volume is said to resemble "Eothen." A remarkable volume by Dr. Andrew Wynter, of London, called "The Borderland of Insanity," will follow. This is an interesting series of readable papers on the question of sanity, in which we

are warned that most of us are little removed from the possibility of insanity. Their large Library Atlas, 102 maps, at about \$14, an Academic, 22 maps, \$2.50, and a Hand-Book of Scripture Geography, with questions; "Metallurgy" and "Mining" in the Elementary, and "Building Construction" and "Metallurgy" in the Advanced Science Series, are the other books for September.

DODD & MEAD promise within a month Rev. E. P. Roe's fourth novel, "From Jest to Earnest," which tells the story of a young lady converted to true love and religion when she had meant to trap a heart herself; the "Christopher Columbus" volume in Mr. Abbott's "Pioneers and Patriots" series, which has been very successful; a new book, a sequel to the popular Elsie series, by that author, describing "Elsie's Womanhood," and a useful compilation of "Everyday Facts for Everyday Life."

IN addition to the books scheduled for the fortnight in last number, the Appletons have an important book by an eminent London physician, Dr. B. W. Richardson, F.R.S., on the "Diseases of Modern Life." It covers the subject comprehensively, and presents a startling array of the consequences of our rapid living.

THE coming volume of Mr. Alvan S. Southworth, Secretary of the Geographical Society, recounting his personal experiences as a newspaper correspondent, in "Four Thousand Miles of African Travel" (Baker, Pratt & Co.), will include much valuable documentary information concerning Africa. Among the several maps will be one of the slave trade as it at present exists, the trading posts, and routes to the coast, and there is very interesting information as to the Khedive's projected railway, and the proposed hydraulic tramway on which ships are to be hauled up above the first cataract of the Nile.

Publishers' Board of Trade.

OFFICE OF THE SECRETARY,

812 Broadway, New-York.

September 9, 1875.

ENGAGEMENTS.

By A. S. BARNES & Co.: John C. White, Cairo, Ill. (temporary).

By GEORGE SHERWOOD & Co.: E. G. Hall, Chicago.

By WILSON, HINKLE & Co.: E. M. Chaplin, Warsaw, Ind.; C. W. Ainsworth, Indianapolis, Ind.

By HENRY HOLT & Co.: Charles F. Cutter, New-York.

WITHDRAWALS.

By WILSON, HINKLE & Co.: J. E. Bohannon and General Smith.

CHANGES OF HEAD-QUARTERS.

By WILSON, HINKLE & Co.: Thaddeus Burkett, to Baltimore, Md., and J. R. Hodges, to Dallas, Texas.

GEORGE R. LOCKWOOD,

Secretary.

ALPHABETICAL LIST OF BOOKS JUST PUBLISHED.

The Prices in this List are for cloth lettered, unless otherwise indicated. Imported books are marked with an asterisk: Authors' and Subscription Books, or Books published at net prices, with two asterisks.

- Axon.**—The Mechanic's Friend. A Collection of Receipts and Practical Suggestions relating to the Aquaria, Bronzing, Enamels, Drawing, Dyes, Electricity, Gilding, Glass-Working, Glues, Horology, Lacquers, Locomotives, Magnetism, Metal-Working, Modeling, Photography, Pyrotechny, Railways, Solders, Steam-Engine, Telegraphy, Taxidermy, Varnishes, Waterproofing, and Miscellaneous Tools, Instruments, Machines, and Processes connected with the Chemical and Mechanical Arts. Edited by William A. Axon, M.R.S.L. With 300 Illustr. 12°, pp. 339. \$1.50. Van Nostrand.
- Bible.**—Commentaries on Isaiah, Jeremiah, and Lamentations. By W. Kay, D.D., and R. Payne Smith, D.D. (Vol. 5, Speaker's Commentary.) Roy. 8°. \$2. Scribner.
- Darby.**—Two Thousand Years After; or, A Talk in a Cemetery. By John Darby, author of "Thinkers and Thinking," "Odd Hours of a Physician," etc. 12°, pp. 106. \$1. Claxton.
- Faber.**—Hymns. By Frederick William Faber, D.D. With a Sketch of his Life. 18°, pp. xii, 253. \$2. Dutton.
- Foster.**—The Haven Children; or, Frolics at the Funny old House on Funny Street. By Emilie Foster. Illustr. 16°, pp. 270. \$1.50. Dutton.
- Garrett.**—One Hundred Choice Selections. No. 11. By Phineas Garrett. 12°. 75 c.; pap., 30 c. Garrett.
- Görlich.**—Prince Bismarck. A Biographical Sketch. By Wilhelm Görlich. Transl. from the German by Miss M. E. Von Glehn. With Portrait. 16°. \$1.25. Holt.
- Guernsey.**—Grandmother Brown's School-Days; or, Education as it was Seventy Years Ago. By Lucy Ellen Guernsey, author of "Irish Amy," etc. 16°, pp. 420. \$1.50. Am. S. S. Un.
- High School Music Reader for the Use of Mixed and Boys' High Schools.** 8°, pp. 300. \$1.50. Ginn.
- Hill.**—Elements of Philosophy. Comprising Logic and general Principles of Metaphysics. By Rev. W. H. Hill, S. J., Prof. of Philos. in St. Louis Univ. Third ed., rev. 16°. \$1.50. Murphy.
- Hudson.**—Text-Book of Poetry from Wordsworth, Coleridge, Burns, Beattie, Goldsmith, and Thompson. With Sketches of the Authors' Lives, Notes, and Glossaries. For Use in Schools and Classes. By the Rev. H. N. Hudson. 12°, pp. 704. \$2.50. Ginn.
- Kay and Smith.** See Bible.
- Lloyd.**—The Age of Pericles. A History of the Arts and Politics of Greece, from the Persian to the Peloponnesian War. By W. W. Lloyd. 2 vols. 8°, pp. 800. \$2. Macmillan.
- Mitchell.**—Jonah, the Self-Willed Prophet. A practical Exposition of the Book of Jonah; together with a Translation and Exegetical Notes. By Stuart Mitchell. 12°, pp. 247. \$1.50. Claxton.
- Morgan.**—The Gift of the Holy Ghost, according to the Teaching of the Scripture. By John Morgan, D.D. With an Introduction by C. G. Finney, D.D. 32°, pp. 73. 25 c. Goodrich.
- Pistol (The) as a Weapon of Defense in the House and on the Road. How to Choose it and how to Use it.** 16°, pp. 50. 50 c. Ind. Pub. Co.
- Sanford.**—Frisk and his Flock. By Mrs. D. P. Sanford, author of "Pussy Tiptoes' Family," etc. Illustr. Sm. 4°, pp. 184. \$2.25. Dutton.
- Strahan.**—A Century After: Picturesque Glimpses of Philadelphia and Pennsylvania. Parts 2 and 3. Illustr. 4°, ea., pp. 24. Pap., per part, 50 c. Allen, L. & S., and Lauderbach.
- Treasure Trove.** 8°, pp. 280. \$2.25. Freeman.
- Vaux.**—Ancient History from the Monuments. Persia from the Earliest Period to the Arab Conquest. By William Vaux, M.A., author of "Sketch of Ancient Assyria and Persia," etc. Illustr. 12°. \$1. Scribner.
- Winslow.**—Barford Mills; or, God's Answer to Woman's Prayer. By Miss M. E. Winslow. 16°, pp. 254. \$1. Nat. Temp. Soc.

ORDER LIST.

- ALLEN, LANE & SCOTT, and J. W. LAUDERBACH, Phila.
- Strahan, Century After, Parts 2 and 3. Pap., per part, 50
- AMERICAN S. S. UNION, Phila.
- Guernsey, Grandmother Brown's School-Days. \$1.50
- CLAXTON, REMSEN & HAFELFINGER, Phila.
- Darby, Two Thousand Years After. 1.00
- Mitchell, Jonah. 1.50
- E. P. DUTTON & Co., New-York.
- Faber, Hymns. 2.00
- Foster, Haven Children. 1.50
- Sanford, Frisk and His Flock. 2.25
- E. L. FREEMAN & Co., Central Falls, R. I.
- Treasure Trove. 2.25
- P. GARRETT & Co., Phila.
- Garrett, One Hundred Choice Selections, No. 11. 75 c.; pap. 30
- E. J. GOODRICH, Oberlin, O.
- Morgan, Gift of the Holy Ghost. 25

- GINN BROS., Boston.
- High School Music Reader. \$1.50
- Hudson, Text-Book of Poetry. 2.50
- HENRY HOLT & Co., New-York.
- Görlich, Prince Bismarck. 1.25
- INDUSTRIAL PUB. CO., New-York.
- Pistol as a Weapon of Defense. 50
- MACMILLAN & Co., New-York.
- Lloyd, Age of Pericles, 2 v. 8.00
- MURPHY & Co., Baltimore.
- Hill, Philosophy, new ed. 1.50
- NAT. TEMP. SOC., New-York.
- Winslow, Barford Mills. 1.00
- SCRIBNER, ARMSTRONG & Co., New-York.
- Bible, Isaiah, Jeremiah, and Lamentations. (Speaker's Com., v. 5). 5.00
- Vaux, Persia. 1.00
- D. VAN NOSTRAND, New-York.
- Axon, Mechanic's Friend. 1.50

ANNOUNCEMENTS OF FORTHCOMING PUBLICATIONS.

RESOLVED, That this Convention recognize the PUBLISHERS' WEEKLY as the established organ of the entire trade, and recommend it to publishers as the medium through which they should make their "first announcement" of books they propose to publish, and the full title of all books immediately on publication.—AMERICAN BOOK TRADE ASSOCIATION.

AUTHORS' PUB. CO., New-York.

Analysical Processes; or, The Primary Principle of Philosophy. By Rev. W. I. Gill, A.M., author of "Evolution and Progress." 12°, pp. 450. \$2.

The Lineage of Language. By Rev. J. N. Fradenburgh, A.M., Ph.D., Principal of State Normal School, Mansfield, Pa. 8°, pp. 500. \$2.50.

Eccelestology. A Fresh Inquiry as to the Fundamental

Idea and Constitution of the New Testament Church; with a Supplement on Ordination. By Rev. E. J. Fish. D.D. 12^o, pp. 400. \$2.

Wild Flowers: Poems. By Charles W. Hubner, author of "Souvenirs of Luther." 12^o, pp. 196. \$1.25 and \$1.75.

R. CLARKE & CO., Cincinnati.

The History of the Army of the Cumberland; Its Organization, Campaigns, and Battles. Written at the request of Major-General George H. Thomas, chiefly from his private Military Journal, and Official and other Documents furnished by him. By Thomas B. Van Horne, U.S.A. Illustrated with 22 Campaign and Battle Maps, compiled by Edward Ruger, late Superintendent Topographical Engineer Office, Headquarters Department of the Cumberland. Two vols. and atlas. \$8; shp., \$10; hlf. mor., \$12. (Dec. 1st.)

J. B. FORD & CO., New-York.

St. George and St. Michael: A Tale of the Civil War in England. By George Macdonald. 12^o. (Oct. 1st.)

HENRY HOTT, Boston.

Evangelists in the Church, from Philip of Samaria, A.D. 35, to Moody and Sankey, A.D. 1875. A large 12^o, containing many portraits in steel and wood, and four photographs. By Rev. P. C. Headley.

Lay Evangelist of America at large, and particularly in connection with the Young Men's Christian Associations of the United States and the Canadas. By Rev. P. C. Headley. (October.)

MARTIN TAYLOR, Buffalo, N. Y.

Rudiments of German Etymology. By Henry Klein, A.M. 12^o. Bds., 60 c.

D. VAN NOSTRAND, New-York.

October.

The Use of Steel in Construction, Methods of Working, Applying, and Testing Plates and Bars. By J. Barba, Chief Naval Constructor. Translated from the French, with a Preface, by A. L. Holley. With 81 illustrations. 12^o.

WILSON, HINKLE & CO., Cincinnati.

Chapters on School Supervision; a Practical Treatise on Superintendence, Grading, Arranging Courses of Study, the Preparation and Use of Blanks, Records, and Reports, Examinations for Promotions, etc. By William H. Payne, M.A., Superintendent of the Public Schools of Adrian, Mich. 12^o, pp. 216. \$1.25. (Nov. 1st.)

The Boston Lottery.

So long as the world wags there will be simple-minded people to believe that you can eat your cake and have it too. Put the proposition in cake and they will see through it as well as anybody; but put it in the terms of a "grand gift enterprise" or lottery swindle, and then they bite quickly enough. They surrender their common sense for the time, and you couldn't ask an ostrich to be more stupid.

The latest of the "grand gift enterprises" is the Boston book lottery scheme to which we referred last week. Mr. Lottery advertises in the Boston papers that he owns more than a million new and fresh books (!), comprising nearly every popular book published by the most eminent publishers of England and America, many of them retailing at from \$2 to \$3 each. But "as I bought them by the thousand for cash during the recent great depression, I got them so cheap that I shall sell them for ONE DOLLAR EACH, let the people take their choice, and then give every buyer an ELEGANT PRESENT with every book bought." And in order to make a SENSATION (in the biggest of big capitals) he proposes to give "a great many persons" ten times the value they pay, and "many other persons" twenty times, and during the sale "I shall give a THOUSAND DOLLAR PREMIUM to whoever is lucky enough to buy a book on the day and hour which I have set apart to give this premium away." The list of premiums comprises \$30,000 in greenbacks, in various quantities, \$25,000 in watches, \$45,000 in books, \$150,000 in various articles, "many of them worth five times the price paid for a book." To allay the suspicions of an honest public, Mr. Lottery kindly gives some figures (and figures can't lie) to show how he can carry out these wonderful promises. "Many of these books

cost me less than fifty cents on the dollar; in selling them I give away in presents \$250,000; I pay out for advertising and expenses for selling, \$50,000. This leaves me \$700,000, with at least \$100,000 profit, and still I can sell the books at the prices named, and give away the ELEGANT PRESENTS." Mr. Lottery announces that he has ready full catalogues of the books in this enterprise, so that people every where may participate in the grand chances. This sale and the giving away of these presents—he is good enough to add—"is of my own free will, pleasure, and option." It is perhaps worthy of note that the sale was advertised to commence the day after that on which the Boston trade had agreed the reform was to go into operation there.

It is worth while to analyze these statements and see what they mean, both from the publishers' and the public's point of view. In the first place, the advertisement itself shows some remarkable figuring. It states that the advertiser owns "more than a million books," "new and fresh," many of them retailing at from \$2 to \$3, but bought "by the thousands for cash during the recent great depression," and therefore offered at seventy-five cents each, retail. For out of his total sales, Mr. Lottery puts aside twenty-five cents on the dollar for presents, he advertises. No one in the trade seems to have heard of these immense purchases "for cash"—or on credit—nor was it suspected that Mr. Lottery bought the entire offering at the final trade sale in the spring, which did not indeed amount to a quarter of a million dollars' worth. In fact, such purchases as the advertisement implies would have made things pretty lively in the trade, and of itself relieved to a considerable extent "the recent great depression." Whether this advertisement be true or false, whether the public is getting books "below

cost" at the final expense of the publisher, or is being gulled with stock that is dear at any price, we do not stop to discuss. It is worth while to consider its statements unquestionable, for he sake of showing the final result of such underselling. If Mr. Lottery has a million new and fresh books, every one who has entered a bookstore knows that he must have a good proportion of that number, or even more, which are not "new and fresh," and, not to speak of the immense capital required, there would not, we fear, be so much as alley-ways for buyers even in three large stores, with six different rooms. We shrewdly suspect that Mr. Lottery is counting in with his stock the contents of the publishers' and jobbers' shops in Boston, from which he expects to buy as he sells.

The question is, whether these publishers and jobbers, from the narrowest business point of view, and leaving out of consideration the request of the trade through the Niagara Convention, can afford to supply stock for such purposes. It is said that the public is biting at the bait, and that Mr. Lottery is therefore doing most of the retail trade of Boston. Consequently, when a publishing or jobbing salesman canvasses Boston, nobody else can give him orders, and in place of \$500 from the regular trade, he gets say half that from our underselling friend. This is the result of this method of "stimulating business," even on cash payments. But to come, as we said, to the narrowest point of view—the probability of purchases being paid for on such methods of doing business. A man who sells goods in this way does not have the advantages of the ordinary lottery system, in which an actual profit is assured by blanks, or by foisting on a considerable proportion of the investors a prize less than what they have paid. The buyers have free choice in selecting books: of course they clean out the most valuable first, and unless these are replaced by fresh purchases, at rates of which such selling prices will not admit, the sale loses its attractiveness, and the dealer is left with his poor stock on his hands. In other words, he must be selling his \$1.50, \$2, and \$3 books at 75 cents each, leaving behind a stock which will be found almost worthless when there is occasion to make the reckoning. Out of this 75 cents come the immense expenses of advertising and running such a sale—so that even if a dealer should sell a million books, we fear he would be really more out of pocket the more he sold and the longer he kept selling. How any man can do business on such principles and pay his bills, passes the human understanding. We make no prophecy, but publish-

ers and jobbers may do well to meditate once in a while on the past. The most "enterprising" undersellers have so far wound up with the payment of nothing, or not much more, to the dollar—witness specific experiences in New-York, Philadelphia, and Boston—and the desperate remedies of "grand gift enterprises" have usually here the last gasp. So far as we have learned, no one has yet succeeded in selling valuable books at less than fifty per cent of the retail price, paying expenses and paying his bills. Some day there must be an accounting, and that day comes without other warning than such conditions of doing business offer all the time.

As regards the public, it is to be said that such "enterprises" are directly most damaging to their interests. The general prosperity depends, not upon speculative spasms of "cheapness," but upon the steady business of the regular trades. So much on general principles. But we may add that all lottery schemes, gift enterprises or what you will, are now seen to be detrimental and demoralizing. No pretence of "cheap goods" and "a prize to every one" makes it different. The man who doesn't earn his money, and doesn't pay a fair price for what he buys, is sooner or later the worse off for what he gets. The law recognizes this, and in many of the States prohibits all such schemes, and we trust that the law in Massachusetts may be effectively invoked in such cases. But the public will buy "cheap," by force of human nature, when and where it has the chance, and is not always cautious to inquire as to stolen, or smuggled, or otherwise questionable goods. We do not suppose the underseller means to be a vendor of stolen goods, but what is the real difference between these and goods sold at such prices that it is quite unlikely they will ultimately be paid for? Certainly no man is a public benefactor who gives away other people's property. The public is, in fact, as much interested as the trade in refusing support and closing up such schemes.

Nevertheless, the work will not be done by the public and must be done by the trade. We have already pointed out the unwisdom of any publisher letting goods go in this direction any longer, however orders may come with tempting installments of cash, and however he thinks he may need it. The only way to bring back good times is to do business on sound principles all through, and just as we are getting back to these it is infinitely unwise for any publisher to permit his being used to put things back into the old, reckless, ruinous fashion. The New-England Booksellers' Association ought not to lose a moment in at-

tacking the present evil, and the trade and the public have the right to hold it to some responsibility in the matter.

THE trade will hail with satisfaction the thorough and definite understanding that has been arrived at in Philadelphia, and the action reported in this city is of scarcely less importance. A test case has been made up, and brought before the arbitration committee of the A. B. T. A., on the official authority of the Central Association. That committee will of course request the underseller to cease such demoralizing practices, and in case of his neglect or refusal to take action, will report the fact to the publishers. So far as heard from, the publishers are generally willing to protect their books, and to request jobbers to do the same, so that this case becomes the test of the reform. We learn that the Brooklyn book trade, where there has been notable underselling, stands ready to come right into the reform as soon as one or two cases of this sort in New-York are settled.

WE call the attention of the trade to the desirability of increasing their fall trade by circulating the *Literary News* with their imprint. It is generally acknowledged to be the most tasteful, attractive, and easily handled circular of its kind yet published, and its cost is sure to be repaid in increased sales. The *Literary News* makes a specialty, in its little editorials, of encouraging home buying, and pleading the cause of the local bookseller, while its information about books is always attractive. To publishers, we may add, it is becoming a most important medium. Its large circulation is a picked one, for every copy goes to a known buyer of books, it being, of course, to the direct interest of the bookseller to make every copy tell. It is then sure to be read by a number of persons, and the paper is so small that every line of advertising is prominent. It may be said that every hundred circulation of the *Literary News* is as good as a thousand of the ordinary mediums for reaching book-buyers.

OUR entire force is now employed in the preparation of the Index to the Uniform Trade List Annual, which is well advanced. Imperfect as the plan of such indexing is, its cost is very considerable, in some cases in excess of the fee charged to publishers for the insertion of their catalogues. We believe, however, that it will be found very valuable through the trade, which we trust will be thus stimulated to the sufficient encouragement of more thorough and satisfactory trade bibliography.

TRADE MEETINGS.

Philadelphia to the Front.

WE print in full the agreement, signatures, and minutes of the meeting of the Philadelphia trade, as it reaches us in printed shape. When Philadelphia makes a beginning, she begins well, and the trade will receive word of this action with thorough satisfaction:

The American Book Trade Association pledges itself to maintain the publishers' advertised retail prices in all sales to buyers outside the trade, excepting that a reduction not to exceed ten (10) per cent on medical books, and twenty (20) per cent on all other classes of books (including educational), may be allowed to the following classes only:

Public libraries (including circulating and Sunday-school libraries);

Clergymen and professional teachers;

Professional books to professional buyers;

Large buyers—said purchasers buying solely for their own use;

Exceptions made by the Publishers' Board of Trade for Publishers only, said exceptions being—

School-books for first introduction;

Specimen copies of school-books for examination;

School-books for school-boards and State normal schools created by law and authorized to purchase supplies from public funds;

School-books for schools, other than Sunday-schools, supported by religious and benevolent societies, and purchasing their own supplies of school-books; and to such merchants as deal in book and school supplies.

The undersigned publishers and booksellers hereby accept the above resolution of the American Book Trade Association, to take effect on the 1st of September next, and agree that the terms therein named shall be the rates of discount hereafter allowed on all sales at our establishments.

It is further mutually agreed and understood that "large buyers" shall be subdivided and defined as follows:

All cash purchasers to the amount of \$10, and less than \$20, may receive a discount not exceeding 5 per cent.

All cash purchasers to the amount of \$20, and less than \$50, may receive a discount not exceeding 10 per cent.

All cash purchasers to the amount of \$50, or over, may receive a discount not exceeding 20 per cent.

All accounts to be settled monthly on the above basis.

It is further mutually agreed and understood that school-books may be furnished in cases of exceptions made by the Publishers' Board of Trade without limit as to discount, and that medical books shall be subject only to a maximum discount of 10 per cent.

Claxton, Remsen & Haffelfinger, 624, 626, and 628 Market street.

Porter & Coates, 822 Chestnut street.

J. B. Lippincott & Co., 715 Market street.

Eldredge & Bro., 17 North 7th street.

Friends Book Association, 706 Arch street.

Walton & Co., 529 and 531 North 8th street.

Smith, English & Co., 710 Arch street.

Garrigues Bros., 608 Arch street.
 Lindsay & Blakiston, 25 South 6th street.
 J. A. Bancroft & Co., 512 Arch street.
 David D. Elder & Co., 430 Market street.
 Behm & Gerhart, 305 Market street.
 T. P. M. Bennett & Co., 255 Market street.
 A. Winch, manager of the "Central News Company," 505 Chestnut street.
 Moss & Co., 432 Chestnut street.
 Hunt & Congden, 62 North 4th street.
 Cowperthwait & Co., 628 Chestnut street.
 W. W. Harding, 630 Chestnut street.
 J. H. Butler & Co., 723 Chestnut street.
 American Sunday-School Union, by Alexander Kirkpatrick, 1122 Chestnut street.
 Richard McCauley, 1316 Chestnut street.
 American Tract Society, H. N. Thissell, Dist. Secretary, 1512 Chestnut street.
 Sower, Potts & Co., 530 Market street.
 Hollowbush & Carey, 432 Market street.
 Henry C. Baird & Co., 406 Walnut street.
 T. R. Callender & Co., 3d and Walnut streets.
 Gebbie & Barrie, 730 Sansom street.
 James Hammond, 1224 Chestnut street.
 Charles DeSilver & Sons, 1229 Chestnut street.
 F. E. Remont, Agent, 102 South 13th street.
 Perkinpine & Higgins, 830 Arch street.
 W. S. Fortescue & Co., 811 Arch street.
 W. B. Zieber, 921 Chestnut street.
 Turner Hamilton, 129 South 10th street.
 American Baptist Publication Society, B. Griffith, Sec., per J. B. Lovell, 520 Arch street.
 Presbyterian Board of Publication, John A. Black, Business Supt., 1334 Chestnut street.
 Peter F. Cunningham, 29 South 10th street.
 H. McGrath, 1017 Walnut street.
 Eugene Cumiskey, 1316 Chestnut street.
 John Trenwith, 608 Chestnut street.
 John P. Hunt, 29 South 9th street.
 Charles A. Dixon & Co., 911 Arch street.
 Michael Murphy, 715 Sansom street.
 Reformed Church Publication Board, per J. David Miller, Business Agent.
 H. McIntosh, Agent for D. Appleton & Co., 725 Sansom street.
 H. N. McKinney & Co., 725 Sansom street.
 Hubbard Bros., 723 Sansom street.
 John Penington & Son, 127 South 7th street.
 James K. Simou, 29 South 6th street.
 G. W. Frederick, "Lutheran Bookstore," 117 North 6th street.
 Samuel D. Burlock & Co., 204 South 11th street.
 Quaker City Publishing Co., 217 and 219 Quince street.
 A. J. Holman & Co., 930 Arch street.
 C. A. Hennessy, 827 Arch street.
 John Campbell & Son, 740 Sansom street.

You are respectfully invited to attend a meeting to be held at the Hall, No. 615 Jayne street, on Tuesday morning, August 31st, at 11 o'clock, to elect a Board of Arbitration, to settle all disputes arising under the above agreement, and to take such measures as will insure its efficiency.

J. B. LIPPINCOTT & CO.,
 CLAXTON, REMSEN & HAFELFINGER,
 PORTER & COATES.

At a meeting held in pursuance to the above call, Mr. Henry T. Coates occupied the chair, with Mr. J. P. Martin as secretary.

On motion of Mr. George Wood, it was

Resolved, That a Committee on Arbitration be appointed, which shall meet on the first Tuesday in each month, and in which shall be vested the following power:

1st. To receive, investigate, and, so far as practicable, settle all complaints that may arise from supposed infringements of the rules governing the book trade of this city, said complaints to be made in writing.

2d. To construe the real meaning of any rule that may not be understood, and to inform each member of the interpretation placed thereon, whenever the Committee may deem such cases to be of sufficient importance.

3d. To exercise such a supervision in the interest of the trade as will serve to protect the members thereof from the evil effects of undersellers, over whom they may have no control.

The following members were appointed by the chair to act as the Committee on Arbitration for the ensuing year:

JOHN A. BLACK, 1334 Chestnut street.

ALEXANDER KIRKPATRICK, 1122 Chestnut street.

GEORGE WOOD, 715 Market street.

Adjourned.

Central Booksellers' Association.

A SPECIAL meeting of the Central Booksellers' Association was held at the St. Nicholas Hotel, Tuesday, September 7th. The main business before the meeting was to determine what action should be taken in view of the resolution of the American Book Trade Association, delegating to the Central Association the duty of requesting the publishers to take measures for the enforcement of the rules.

After considerable discussion, tending to the conclusion that active measures should at once be taken to enforce the observance of the new rules of the Association upon undersellers, the following resolution was adopted:

Whereas, A complaint has been made by Mr James Miller against R. H. Macy & Co., whom he alleges to be systematic undersellers and violators of the rules of the American Book Trade Association:

Resolved, That the Secretary be instructed to present this complaint to the Arbitration Committee of the American Book Trade Association, and request them to take immediate action thereon.

A committee was appointed, consisting of Messrs. Clapp, Cushing, Ticknor, Bolles, and Coates, to induce the trade to become members of this Association.

It was resolved that the Secretary be instructed to convey to Messrs. Lee, Shepard & Dillingham the sympathy of members of this Association, in their trouble and loss, by reason of their financial difficulties.

A resolution was passed that the matter of preparing a local definition of the 20 per cent rule be referred to the Executive Committee.

On motion of Mr. Appleton, the communication of Peter Paul, Secretary of New-York State Booksellers' Association, referring to trade discount on school-books, was referred to the Executive Committee.

Lancaster, Pa.

THE Lancaster, Pa., *Intelligencer*, of September 4th, contains the following card in its advertising columns. We are indebted to the Messrs Lippincott for calling our attention to it, and gladly second their suggestion to the local trade that it is an example worth following. We doubt whether it is wise to advertise such a card without accompanying explanation to the public; but we trust to see the act itself generally patterned by the trade:

CARD FROM BOOKSELLERS.

At a meeting of the booksellers of this city, held at the store of Messrs. Edwards & Bishop, last evening, the following agreement was entered into:

We, the booksellers of the City of Lancaster, pledge ourselves to maintain the prices and discounts recommended by the American Book Trade Association, as agreed to by the trade of New-York, Philadelphia, etc., with the definition

of "large buyers," as signed by the book houses of Philadelphia.

J. M. WESTHAFFER,
JOHN BAKER'S SONS,
L. M. FLYNN,
FRANK P. GRIFFITHS,
EDWARDS & BISHOP,
CHARLES H. BARR.

The Booksellers' and Stationers' Board of Trade.

A MEETING of wholesale booksellers and stationers was held at the Stationers' Exchange, in this city, pursuant to the following call:

To the Wholesale Book, Stationery, and Paper Trade:

NEW-YORK, August 25, 1875.

The undersigned consider it advisable and practicable to organize an association of the wholesale dealers of the book, stationery, and paper trade, for the purpose of protecting our common interests, without interfering with a healthy competition.

Although the three branches of the business are often separate and distinct, as far as their origin and commercial relations are concerned, still, as merchants doing business with jobbers and retailers in all sections of the country, we have such a unity of interests as to constitute one trade.

Individually we can exert but little influence to promote the interests of our trade; as an association we can do much. Sometimes in helping to effect national legislation; sometimes in seeing that we are not laboring under any disadvantages as compared with Boston, Philadelphia, or Baltimore in the matter of inland freights and port usages, and other matters of prominent importance to all branches of the trade.

The adoption of some plan of gaining valuable information as to the standing of the merchants with whom we do business in all sections of the country, and for the economical and thorough examination of insolvent estates in which members may be interested.

To guard against any unnecessary extension of credit, and to encourage the highest personal and commercial integrity in and among those engaged in our line of trade.

That unjust discrimination is not made against our city by the various forwarding lines to the South and West in the classification and rates of freight.

To regulate the matter of copying trade-marks, copying each other's styles, and taking undue advantage of each other in matters of taste and design.

A meeting will take place at the Stationers' Exchange, 74 Duane street, on Thursday, September 2d, at 3 o'clock P.M., to which you are invited.

(Signed)

PORTER & BAINBRIDGE,
HENRY BAINBRIDGE & CO.,
B. & P. LAWRENCE,
WILLY WALLACH,
S. A. TOWER & CO.,
B. ILLFELDER & CO.,
EBERHARD FABER,
BERLIN & JONES ENVELOPE CO.,
SAMUEL RAYNOR & CO.,
A. S. BARNES & CO.,
LEE, SHEPARD & DILLINGHAM,
BAKER, PRATT & CO.,
D. APPLETON & CO.

The meeting was organized by the appointment of Mr. Willy Wallach as chairman, and Mr. Kent as secretary. After the reading of the call, and interchange of opinions from the members of the trade present, on motion of Mr. Chas. T. Bainbridge, it was

Resolved, That, in the opinion of the members present, it is desirable to form an association, comprising the manufacturers and wholesale dealers in books, stationery, paper, envelopes, and other articles connected with this business, for the purpose of obtaining reliable and full information about the standing of the merchants with whom we do business, and for such other purposes as may appear to be of general interest to the trade.

Willy Wallach, B. & P. Lawrence, and Chas. T. Bainbridge were appointed a special committee to ascertain if the firms not represented at the meeting entertain the same opinion, and would be willing to join such an association.

All who are interested in this movement, and desire to aid in such an organization, should address Mr. Willy Wallach, No. 4 Beekman street, this city.

BOOKS RECEIVED.

FRISK AND HIS FLOCK, by Mrs. D. P. Sanford. (E. P. Dutton & Co.) Little readers will be glad to know that the authoress of the charming "Pussy Tiptoes' Family" has another work in the market, written for their special benefit. An intelligent and well-educated young canine is the hero; his "flock" consists of a number of little ones, who attend his mistress's school, the good "Miss Agatha." While keeping a watchful eye on them, he also joins in their sports, and plays many pranks for their amusement. The volume is a companion to "Pussy Tiptoes," displaying, in its get-up, the same taste and richness which placed the former book among the most desirable juveniles in the market. The pictures, which are very beautiful, and the text, which is full of interest, seem a little advanced—that is, more suitable for children a little older than the adorers of "Pussy Tiptoes." Square 4to, cloth, \$2.25.

THE HAVEN CHILDREN, by Emilie Foster. (E. P. Dutton & Co.) The doings of the "menagerie," as Mr. Haven denominates his children, and their "frolics at the funny old house on Funny street," can not fail to give a great deal of entertainment. The children are all strongly individualized, and quite charming in their fun and quaint talk. The book is very handsomely printed, and very attractively bound. Square 12mo, cloth, \$1.50.

MEMORIAL OF JESSE LEE AND THE OLD ELM. (James P. Magee, Boston.) An account of the exercises which were gone through in celebrating the eighty-fifth anniversary of Jesse Lee's sermon under the Old Elm, Boston Common, July 11, 1875. An historical sketch of the Old Elm is also added, by Rev. J. W. Hamilton. The photograph which accompanies the little pamphlet is a real curiosity. On a paper the size of a page of the book, some hundreds of ministers are represented, belonging to the centenary convention of Methodist ministers. 12mo, paper, 50 cents.

AN INDEX TO HARPER'S NEW MONTHLY MAGAZINE, volumes i. to l. (Harper & Bros.) This is a model of an index—every aid that could possibly be given, is given in it. It is an alphabetical index, with a double entry for each title—under author and under topic. In some cases more than two entries have been made, so that the title may be found under any one of its leading words. Where the name of the author could be ascertained, it is appended to each paper, and a full list of the names of illustrations of any article is given under the article. Each alternate page of the index is left blank, so that it may be continued for some time to come. It is clearly printed on good paper, and is altogether an exceedingly creditable piece of work. 8vo, cloth, \$5.50.

HYMNS, by Frederick William Faber, D.D. (E. P. Dutton & Co.) This book of selections from the late Mr. Faber's hymns contains all of those in the author's latest revised edition, except hymns written for the use of Roman Catholics. This is a very dainty and elegant little volume, very richly bound, with gilt edges. 16mo, cloth, \$2.

BARFORD MILLS, by Miss M. E. Winslow. (National Temperance Society.) The main incidents of this story are true; they relate to intemperance, and show what good men and

women may do for the cause, when relying upon God's help, sought through prayer. 12mo, cloth, \$1.

SPEECHES OF POPE PIUS IX., by the Right Hon. W. E. Gladstone, M.P. (Harper & Bros.) A scathing review of the discourses of the Pope, delivered by him during the three years between 1870 and 1873. 8vo, paper, 25 cents.

THE SOLDIER'S OFFERING, by William H. Clark. (W. H. Young & Co.) Chiefly made up of poems and sketches commemorative of the late war. The longest paper, "Reminiscences of the Thirty-fourth Regiment of Massachusetts," will inspire interest principally among the surviving members. 12mo, cloth.

THE PISTOL. (Industrial Publishing Co.) Devoted to the instruction of every one in the practical use of the pistol. It tells how to load it, how to handle and carry it, how to choose powder and ball for it, etc. Also how to protect yourself, and where best to strike your antagonist. 12mo, cloth, 50 cents.

BUSINESS CHANGES.

BOSTON, MASS.—Messrs. H. D. Brown & Co. have removed to No. 20 Cornhill, over Mr. Andrew F. Graves' store. Mr. George O. Waitt has retired from the firm, and Mr. H. H. W. Edmunds has been admitted. Mr. Brown for nineteen years served with the late firm of Messrs. Gould & Lincoln, and would be happy to serve the former friends and patrons of that firm.

DAYTON, O.—Mr. John H. Thomas having bought out the interest of his former partner, Mr. E. A. Parrott, the firm of John H. Thomas & Co. is dissolved, Mr. Thomas continuing the business under his own name, without further change.

ST. PAUL, MINN.—Mr. T. S. White (late of Averill, Russell & Carpenter) and Messrs. L. K. and H. W. Stone having purchased at assignee sale the stock of books and stationery of F. A. Taylor, will conduct a book and stationery business under the firm name of White & Co. Mr. Taylor, for a time, will continue with the new house.

STATIONERY NOTES.

MESSRS. PIRIE & SONS, London, have applied to the Centennial Commission for space at the Exposition. The amount of space asked for is twenty feet long by four feet wide. The Commission asked them to take less lateral space, but the Messrs. Pirie & Sons replied that they could not. They have been awarded all the space they asked for. It is understood Messrs. Pirie & Sons will be represented at the Centennial by one of the leading New-York houses.

Messrs. McLoughlin Brothers, New-York, has just issued their new catalogue of toy books, games, etc., for the season of 1875-6. Many new games have been added to their already extensive list, among which may be mentioned the "Oriental Color Game," "Hens and Chickens," the "Centennial Presidential Game," "New Authors," etc., all of which cost about \$3 per dozen. To their list of standard folding games, there has been added the "Pilgrim's Progress" and the "Jerome Park Steeple-Chase

Game," the latter being one of the most interesting games published. Their other series of games have also been greatly extended. New toy books have also been added to the list, among which may be mentioned, "Nine Niggers More," in consequence of the success of the original "Ten Little Niggers."

LITERARY AND TRADE NEWS.

A SPIRITUALISTIC view of the Salem witchcraft is forthcoming, from the pen of a Mr. Allen Putnam, whose surname was a familiar one to Salem village. The *Tribune* suggests that possibly he may claim to be inspired by his ancestors on the spot.

PROF. SCHELE DE VERE has completed a history of the University of Virginia, of whose faculty he is a member. It is said to include a record of all the students who have been in attendance since Jefferson founded the University, 10,000 in number, and it will make a volume of 600 pages. A Memphis journal announces that it will be printed on Southern paper!

The coming volumes of *Scribner's* will have three strong serials by American authors. Bret Harte's first novel, "Gabriel Conroy," afterward to be published from Hartford by subscription, will be begun in the November number. It is said to be remarkably strong, in the field of his early and best short stories. E. E. Hale's story will follow Dr. Holland's "Sevenoaks," beginning in January. This will be a story of olden times—"Philip Nolan's Friends"—Philip Nolan being "the man without a country." It will be illustrated by Mr. Hale's daughter. Following these will come another first novel, "That Lass o' Lowrie's," by Mrs. Fanny Hodgson Burnett, whose short stories of Lancashire life have been among the most pathetic and powerful in recent magazine literature.

It is said that Mr. Charles Barnard has written over 300 stories.

DR. C. E. APPLETON, editor of the *London Academy*, is now in this country for the purpose of extending its circulation here. This literary weekly is in many respects more enterprising than its older rival, the *Athenaeum*, and it has several American correspondents, including Mr. T. S. Perry, Cambridge, and Miss Jennie C. Gilder, this city. All the articles are signed in full.

The copyright question in England goes over another year, Parliament having adjourned without the appointment of Mr. Disraeli's promised commission. Mr. Charles Reade still writes to the *Tribune*, however.

It is stated that General Sherman contemplates a revised edition of his "Memoirs," and will correct some statements.

The firm of **Eaton & Lyon** (which bought out Mr. Henry M. Hinsdill in 1870), of Grand Rapids, Mich., has lately enlarged its store by leasing the adjoining building, and thus making one large commodious store of the two. The new establishment is very handsomely fitted up with every advantage for displaying the various kinds of stock, and with conveniences for customers in examining and selecting books. Mr. J. H. Jewett is traveler for the house; Mr. C. C. Horton has charge of the wholesale depart-

ment; Mr. Henry Allen manages the retail branch, and Mr. John D. Davis is book-keeper—the firm members retaining an immediate oversight over each branch. The house is a new one, but has been most successful from its start, and we wish for it as prosperous a future.

THE MESSRS. Macmillan are preparing a goodly list of fall announcements, of which we shall give full particulars later. The Marquis of Lorne's poem will be an early venture; there will be a complete edition of Christina Rossetti's poems. A book of peculiar importance in America will be the volume edited by Mr. Fonblanque, derived from Gen. Burgoyne's Life and Correspondence, "Political and Military Episodes in the First Half of the Reign of George III.," among whose illustrations will be a *fac-simile* of Washington's kindly letter to him after the surrender. There will be three fine holiday books: one by Mrs. Oliphant, "The Makers of Florence," a delightful study of the old worthies of that city of art and culture, illustrated like "Holland House;" an *édition de luxe* of White's famous "Selborne," in the same sumptuous style; and a beautifully illustrated work, with colored plates, on the Austrian Arctic Expedition, by Lieut. Payer. We may also note new editions of Mr. J. C. Hare's "Mission of the Comforter" and of Prof. Daniel Wilson's "Prehistoric Man."

A PLEASANT volume of "Library Notes," by Hon. A. P. Russell, of Cincinnati, will be issued very shortly by Hurd & Houghton. He pieces together wise and readable scraps on specified subjects from any number of authors, joining them with literary stitching of his own, and the result is a very entertaining and thought-suggesting book. This house will publish later, a new juvenile by Mr. Horace E. Scudder, and a little volume on Japanese art by Jas. Jackson Jarvis, the critic.

ANOTHER volume in the philosophic series which Rev. W. I. Gill is writing, "Analytical Processes," will be ready early in October, and will be published by the Authors' Publishing Co. Dr. Gill may be remembered as the author of "Evolution and Progress," about the first work issued by that association, and for the writing of which the author was arraigned for heresy before the Newark Methodist Conference. The same company will also have ready in October, a philological work on "The Lineage of Language," by Rev. J. N. Fradenburg, and later on they will publish a volume of poems, by C. W. Hubner, entitled "Wild Flowers."

MR. ARTHUR GILMAN seems to have set the very excellent fashion of furnishing text-books in literature and history with bibliographical lists of books of reference. His "First Steps in English Literature" and his "First Steps in General History" (Hurd & Houghton), two popular little text-books, were each so provided, and now new books of the same kind follow suit.

A most important work is to be issued by Robert Clarke & Co., in the "History of the Army of the Cumberland," written at the request and from the data of the late Maj.-Gen. Thomas, by Thomas B. Van Horne, Chaplain U. S. A. It will be in two large volumes, with atlas, and will be issued by subscription in December.

THE PETERSONS seem to have stimulated Mrs. Warfield to renewed literary production. Besides "A Double Wedding," recently issued, they announce a second new novel from the author of "The Household of Bouverie," called "Hester Howard's Temptation."

THE volume of the sacred poems of Rev. Dr. Ray Palmer will be published this fall by A. S. Barnes & Co.

A NUMBER of interesting religious books will be published during the month by A. D. F. Randolph & Co. S. W. Christopher's book is found to deal chiefly with the Wesley group of hymn-writers, and will therefore be issued in America under the more definite title of "The Epworth Singers and other Poets of Methodism." "In the Holy Land," by Rev. Andrew Thomson, Edinburgh, is a pleasant personal narrative of travel through Palestine, with many fine full-page illustrations. "Alpine Lyrics" is a series of devotional poems from the German of a writer very popular in the fatherland. A curious book in another field has been compiled by Miss Huntington, of the Wilson Industrial School, for immediate publication by the same house. "Little Lessons for Little Housekeepers," is a question primer of household service for training children and servants.

BESIDES the Sketches of the new aspirant for humoristic honors, Mr. John H. Kingsbury, Carleton has about ready a volume of stories, connected by a thread of narrative, under the title of "Johnny Ludlow," a book which has been such a success in England that the American is from the 10th London edition.

AMONG the early publications of Nelson & Phillips, this fall, will be the fourth volume of Dr. Whedon's Commentary (Corinthians-Timothy); the Manual of "The Chronology of Bible History," with a system for keeping it in memory, by Rev. C. Munger; a new edition of Butler's Analogy, edited by President Cummings, of Wesleyan University, with a life of Bishop Butler; and still another book on Palestine, "Our Lord's Land," by Rev. Dr. H. D. Ridgeway, one of the editors of the *Methodist*, which will make an elegantly illustrated octavo.

THE admirers of Rev. Mr. Talmage will soon have the opportunity of adding two new books to the half-dozen—"Everyday Religion," a new volume of Tabernacle sermons, from the Harpers, and "Talmage's Daily Thought," a book of 500 pages, with matter for each day of the year, nearly ready at Dodd & Mead's.

HARPER & BROS. have also about ready for publication a life of that eminent scholar, Rev. John Todd, D.D., author of the "Index Rerum," and the Select Dialogues of Plato, in translation.

MR. GEORGE SAUER, who has for several years represented in Europe the interests of the *New-York Herald*, is engaged in the preparation of a book on European Commerce, which will serve as a guide to the manufacturing districts of continental Europe.

THE Marquis of Lorne has written, and placed in the hands of Messrs. Macmillan & Co. for publication, a narrative poem, entitled "Guido and Lita: a Tale of the Riviera." The poem contains about three thousand lines.

"PICTURESQUE Europe" will be edited, it is just announced, by Bayard Taylor, and Mr. Alfred Fredericks is now designing a cover. The first parts will be issued as soon as a sufficient edition can be printed; the sale of the work promises to be very large, and the first issue will not be until October. Part I. will deal with Windsor and Part II. with Eton. The new work is sure to be of the highest art character, and is especially rich in picturesque interiors, an opportunity not afforded by "Picturesque America."

THE MESSRS. Macmillan profit by good advice. They have taken the hint of a savage correspondent of the WEEKLY, and have prepared a new catalogue, with a table of contents to the divisions of which the letter complained, and a very useful short title index. We hope other publishers will be as sensible in accepting such practical suggestions from the trade. The catalogue will be forwarded on application, and will be found in the new Uniform Trade List Annual. Messrs. G. P. Putnam's Sons have also ready a new catalogue in regulation 8vo.

THE *Independent* assigns the authorship of "The Odd Trump" series to Mr. J. G. A. Coulson, of New-York.

MR. W. FRASER RAE is engaged upon a work to be entitled "George Washington: the American Opposition to George the Third," which will contain the results of research among official and other documents not before examined by any writer on the Revolutionary War, and which is designed to form a complement to his "Wilkes, Sheridan, Fox: the Opposition under George the Third."

A NEW work by Mr. W. W. Storey will appear in the autumn—"Nero: an Historical Play."

We have received the following music from Mr. M. Gray of San Francisco: "Give Me Kisses," by Felix Marth (35 cents); "Footsteps on the Stair," by Felix Marth (35 cents); "Keeping Watch," by Felix Marth (35 cents); "Bonanza Waltz," by Miss Mary J. Shawhan (65 cents); "The Story of Christ," by Felix Marth (35 cents); "Friends in Heaven," by Felix Marth (35 cents).

OLD BOOKS.

A. H. CLARK, Peekskill, N. Y., buys, sells, and exchanges new, second-hand, and shelf-worn School-books. Correspondence, with lists of books wanted and for sale, solicited.

BOOKS WANTED.

LAWRENCE B. THOMAS, 55 W. FAYETTE STREET, BALTIMORE.

Vol. 1, Mather's Magnolia, edition of 1820.

JOHN B. WEST, 97 W. THIRD STREET, ST. PAUL.
Monthly Part No. 35, November, 1866, Every Saturday.

S. B. KIRTLEY & Co., COLUMBIA, MO.

We want to exchange good miscellaneous books for the following School-Books:

Davies' Arithmetics.
Robinson's Arithmetics.
Davies' Algebras.
Loomis' Trigonometry and Tables, bound separate.
Cornell, Guyot's, and Monteith's Geographies.
Hart's and Quackenbos' Rhetorics.
Harvey's, Butler's, and Clark's Grammars.
Barnes' Brief History of U. S.
Livy, Horace, Terence, Herodotus, Xenophon, Homer.
Swinton's, Webster's, and New American Spellers.
Hadley's Greek Grammar.
Otto's French Grammar.
Otto's German Grammar.
Allen and Greenough's Latin Grammar.
Leighton's Latin Lessons.
Sharswood's and Coolie's Blackstone.
Gray's Anatomy.
Leid's Anatomy.
Schroeder's Manual of Midwifery.
These books must be new and in good condition.

D. VAN NOSTRAND, NEW-YORK.

Brenton's Voices from the Press, 8vo, N. Y., 1850.
Dickinson's Help to Printers and Publishers, 8vo, Boston,

1835.
Bower's Popes, 3 vols., Philadelphia, 1844.

Authors', Printers', and Publishers' Assistant, N. Y., 1839.

SITUATIONS WANTED.

A COMPETENT Salesman, with a thorough knowledge of every branch of the Book, Stationery, and Subscription Business, desires a permanent position. The highest references furnished. Address, "E. R. S.," care Publishers' Weekly.

A GENTLEMAN, for many years actively engaged in the School-book Publishing Business, thoroughly conversant with duties connected with the office and general supervision of a large establishment, would be glad to obtain a situation. Best of references. Please address, C. B. J., office Publishers' Weekly.

A POSITION as Salesman or Traveler in the Book or Stationery business, by a gentleman thoroughly experienced in the trade. Can furnish the highest references. Address, APPLICANT, care Publishers' Weekly, New-York.

TO Booksellers and Publishers.—The advertiser (who is 30 years of age), live and active, and possessed of good business qualifications, is desirous of an engagement at once as Salesman, traveling or otherwise, or in any capacity where his long and extensive experience and knowledge of the book trade, both domestic and foreign, could be utilized. References first class and expectations most moderate. Address, "T. R.," Messrs. George A. Leavitt & Co., N. Y. City.

A GENTLEMAN, many years engaged in the Publishing Business, desires a position. For a long time was established for himself, and is well known to the trade. Address, J. S. R., Publishers' Weekly office.

JOSEPH GILLOTT'S Celebrated Steel Pens.

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NEW AND ATTRACTIVE BOOKS!

PUBLISHED BY

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I.—THE THACKERAY SKETCH BOOK. Now ready a New Edition of

THACKERAYANA: Notes and Anecdotes.

Illustrated by a profusion of Sketches by WILLIAM MAKEPEACE THACKERAY, depicting Humorous incidents in his School Life, and Favorite Characters in the books of his every-day reading. Large post 8vo, with five colored plates and nearly six hundred wood engravings from Mr. Thackeray's original drawings. Cloth, full gilt, gilt top, \$3.75.

"An exceedingly curious and valuable volume, the diverting pages of which are adorned by some six hundred engraved fac-similes of the little caricature sketches which the illustrious author of 'Vanity Fair' was perpetually scribbling in the margins of books, and on every scrap of paper which came in his way, and which these eyes have witnessed him scribbling scores of times."—G. A. SALA, in the *Illustrated London News*.

"Any one who would know the extraordinary fertility of Thackeray's genius in the way of comic pictorial art should look over the volume entitled 'Thackerayana.' Some of the sketches in this volume are so excellent as to create some wonder why Thackeray was not still more successful in the same walk. Thackeray saw a good deal of the world, and he seized the salient points of nationality with infinite drollery and truth. Many of the sketches remind us of strange pictorial puns with which Thomas Hood used to amuse the town in days when Thackeray was still quite young. But the author of 'Vanity Fair' had a more artistic sense than the admirable poet and humorist to whom we have alluded. As a draughtsman he had more skill, more varied power, more grace, and a wider knowledge of character."—*Daily News*.

II.—NEW WORK BY A FAVORITE JUVENILE AUTHOR.

GILBERT'S SHADOW; or, The Magic Beads.

By the Hon. MRS. GREENE, author of "Cushions and Corners," "The School-boy Baronet," "Filling up the Chinks," etc., etc., with original illustrations. 16mo, cloth, gilt, \$1.50.

III.

Bohn's Libraries (New Volume). THE EPIGRAMMATISTS.

A selection from the Epigrammatic Literature of Ancient, Mediæval and Modern Times, with notes, observations, illustrations and an introduction. By the Rev. HENRY PHILIP DODD, M.A. New edition. Revised and enlarged. (Bohn's Reference Library.) 12mo, 695 pages, \$2.40.

IV.

The History of the BASTILE and of its Principal Captives.

By R. A. DAVENPORT. New edition, with notes and colored illustrations. 12mo, cloth, gilt, \$2.50.

V.

THE REALM OF THE ICE KING.

By the author of "Saved from the Wreck," being an account of all the voyages of discovery to the Polar Regions, from the earliest times, pleasantly told for the young, with map and numerous illustrations. 12mo, cloth, extra gilt and gilt edges, \$2.25.

VI.—A MARVEL OF CHEAPNESS.

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With NINETY-SIX PAGES of colored plates, by KRONHEIM, embodying 1000 subjects, with descriptive letter-press, forming a complete Pictorial Natural History for the youngest readers, and for those who can not read. Among the illustrations are Monkeys, Rats, Bears, Otters, Lions, Giraffes, Kangaroos, Whales, Owls, Parrots, Sea Birds, Sharks, Butterflies, Octopus, Anemones, Shells, etc., etc., in packet, 50 cents.

VII.

"The most salable of books."—*Glasgow Herald*.

Now Ready, illustrated with 68 engravings on wood, a map and plans. Crown 8vo, cloth, red edges, \$1.50.

THE GOLDEN GUIDE TO LONDON.

"Every way worthy of the great metropolis it so well illustrates."—*London Evening Standard*.

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"The wants of the visitor seem to be thoroughly understood by the author, and the matter supplied is practically useful, with just such a dash of historical information as 'he who runs may read.'"—*Academy*.

"At this season, when so many people are rushing up to London to see all the sights in a limited time, a good Guide-book to the metropolis should be the most salable of books. . . . This one just issued, we have no hesitation in saying, is the best published in recent years."—*Glasgow Herald*.

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THE announcement pages of Jas. R. Osgood & Co., for their special fall sale, are full of promise. In fact, it is one of the finest lists ever put forth at the opening of a season, but the reader must spare us the cataloguing and turn to the pages themselves. New volumes by Longfellow, Whittier, Emerson, Bayard Taylor, Stedman, Brett Harte, Harriet Hosmer, Trowbridge, Greg, and many more; new editions of Scott, Dickens, Reade, Thackeray, and Hawthorne; and to carry out the popular "series" idea, a set of "Vest-Pocket" volumes—is a showing to be proud of.

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ON or about the 25th, the trade may "look out for the locomotive" when Messrs. Roberts Bros. will publish "Eight Cousins," by the world-renowned "Jo March." This is the only book by her in the "Little Women" Series, since "Little Men," which was published June

1st, 1871, the sale running up to 38,000 copies in that month. The first edition then was 10,000; the first edition now will be 10,000, but it is already largely subscribed for. With Miss Alcott's book, Roberts Bros. will also issue "Madame Récamier and her Friends." One of the earliest and most popular books of Roberts Bros. was the "Memoirs and Correspondence of Madame Récamier," of which they have sold many thousand copies; it still is a standard book. The new volume is its complement, and is bound up in uniform style.

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THE ninth volume of the Bric-à-Brac books will deal with "Lamb, Hazlitt, and Others," the others being the Countess of Blessington, Campbell, and other friends of P. G. Patmore (father of Coventry Patmore, the poet), from whose reminiscences of "My Friends and Acquaintances," Mr. Stoddard has derived most of his material. It is very bright and entertaining. The charming pictures of English society by Mr. E. S. Nadal, now literary editor of the *Post*, have been received very cordially as published in advance in London, and will form no less agreeable reading to American readers. These books, with a cheaper edition of Mrs. Dodge's imitatively clever "Rhymes and Jingles," for the little folks, will be published in about a fortnight by Scribner & Armstrong.

IN addition to previously noted books of Dodd & Mead, just coming, we may note a remarkably cheap edition of Cruden's Concordance, abridged, from the Gould & Lincoln plates, a huge octavo, at \$1.50. A new story by that vigorous and pathetic writer, Hesba Stretton, "Brought Home," is also forthcoming, and the title of Mrs. Charles's new story of modern life is announced to be "Winifred's Note-Book."

PORTER & COATES have just ready "Best Authors in Prose and Poetry," a choice selection of excerpts from the best specimens of English prose and poetry, compiled by Mr. Henry T. Coates. This work was originally published under the title of the "Comprehensive Speaker," but it having been suggested that the book merited a more general circulation than if published under such a title, it has been put in library form. They will issue next week "Castle Daly," by Annie Keary, the new volume in their International Series of Novels; also, "The Handy Volume Poets"—ten volumes in elegant leather and morocco bindings, uniform with the "Handy Volume Shakespeare."

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Higgledy Piggledy. By E. H. Knatchbull-Hugessen, M.P.	
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G. W. CARLETON & CO., New-York.

Janet Doncaster. By Millicent G. Fawcett.	
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Glimpses of the Supernatural. By F. G. Lee.	
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ROBERT CARTER & BROS., New-York.

D'Aubigne's History of the Reformation in the Time of Calv. Vols. 6-8.	
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Forty Years in the Turkish Empire. Memoirs of the Rev. William Goodell, D.D., late Missionary of the American Board at Constantinople. By his Son-in-Law, E. D. G. Prime, D.D.	
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Hugh Miller's Works. <i>Uniform ed.</i> 10 vols. Vol. 1. Testimony of the Rocks.	
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Life of Hugh Miller. By Peter Bayne. 2 vols.	
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Bread and Oranges. By Miss Warner, author of "Wide, Wide World."	
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Mind and Words of Jesus, and the Morning and Night Watches. By Dr. Macduff. <i>Red Line ed.</i>	
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Pilgrim's Progress. <i>New ed.</i> Especially for the Young. With twenty large Pictures by George Thomas.	
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The Odd One. By Mrs. Payne.	
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Brentford Parsonage. By the Author of the "Win and Wear Series."	
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Fred and Jeanie. By the Author of "Only Ned."	
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DODD & MEAD, New-York.

From Jest to Earnest. By Rev. E. P. Roe, author of "Barriers Burned Away," "Opening a Chestnut- Burr," etc.	
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Elsie's Womanhood. By the Author of the "Elsie Books."	
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Daily Thoughts. By Rev. T. DeWitt Talmage, D.D.	
Columbus. In the Pioneer and Patriot Series. By J. S. C. Abbott.	

Everyday Facts for Everyday Life.	
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Brought Home. By Hesba Stretton.	
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Oruden's Abridged Concordance. Formerly pub- lished by Gould & Lincoln.	
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HARPER & BROS., New-York.

Select Dialogues of Plato. Transl.	
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Everyday Religion. Sermons delivered in the Brook- lyn Tabernacle. By Rev. T. DeWitt Talmage.	
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Select Poems of Oliver Goldsmith. Edited, with Notes, by William J. Rolfe, A.M. Sm. 4°. 290 c.	
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The Catskill Patriarch. By Virginia W. Johnson. Il- lustr. by Alfred Fredericks.	
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Hugh Melton. A Novel. By Katharine King. 8°. Pap., 25 c.	
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Healey. A Romance. 8°. Pap., 50 c.	
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John Todd: The Story of his Life, told mainly by him- self. Edited by John E. Todd. Illustr. 12°.	
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HURD & HOUGHTON, New-York.

Japanese Art. By J. J. Jackson.	
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Doings of the Bodley Family in Town and Coun- try. By H. E. Scudder.	
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LEE & SHEPARD, Boston.

The Great Bonanza. 4°. With 200 illustr.	
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Adrift Among the Ice Fields. By Capt. C. W. Hall.	
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The Whining-Cap Papers. From Leigh Hunt.	
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The Lover, and other Classics. Compiled from Steele by the late J. E. Babson.
Ballads of Home. Edited by Mr. George M. Baker.
Nearer, My God, to Thee. Illustr. in a little volume by Miss L. B. Humphrey.
The Winged Lion. Tales of Venice. By James De Mille.
The Four-Footed Lovers. By Frank Albertson.
Winwood Cliff. By Frank Forrester.
Brought to the Front. By Elijah Kellogg.
Baby Ballads.

LINDSAY & BLAKISTON, Philadelphia.

Bentley and Trimliss' Medicinal Plants. To be published in Monthly Parts. Colored Plates.
Tilbury Fox's Atlas of Skin Diseases. In Monthly Parts. With Chromo-lithographic Plates.
Outlines of Practical Histology. By Prof. Rutherford, of Edinburgh.

J. B. LIPPINCOTT & CO., Philadelphia.

The Amazon and Madeira Rivers. By Franz Koller.
A Treatise on Punctuation. By Prof. Joseph A. Turner.
Florida: Its Poetry and its Prose. By Sidney Lamer.
Under the Stork's Nest. A Romance. From the German of A. E. Katsch, by Emily R. Steinestel. 12°.
Lectures on Diseases of the Nervous System. By Jerome K. Baudny, M.D. 8°.
Prose Quotations from Socrates to Macaulay. With Indexes. Authors, 544; Subjects, 577; Quotations, 8810. By S. Austin Allibone, author of "A Critical Dict. of Eng. Lit. and British and American Authors," etc. 8°.
Lempriere's Classical Dictionary. Containing a full Account of all the Proper Names mentioned in ancient Authors, with Tables of Coins, Weights, and Measures in Use among the Greeks and Romans; to which is prefixed a Chronological Table. *New and complete ed.* 12°.

LOOKWOOD, BROOKS & CO., Boston.

A Work on Iceland. By Prof. Samuel Kneeland, of the Institute of Technology.

MACMILLAN & CO., New-York.

Austrian Arctic Expedition. By Lieut. Payer. Illustr. from Drawings by Author, and colored Plates.
Complete Poems of Christina Rossetti.
Makers of Florence. By Mrs. Oliphant. Uniform with "Holland House."

NELSON & PHILLIPS, New-York.

Hope Raymond; or, What is Truth. By Mrs. E. J. Richmond.
Little Foxes. By the Author of "How Marjorie Watched," etc.
Butler's Analogy of Religion. With a Life of the Author. Edited by Rev. Joseph Cummings, D.D., LL.D., President of Wesleyan University.
Gipsy's Adventures. By Miss Josephine Pollard.
Gipsy's Quest. By Miss Josephine Pollard.
The Little Trowal. By Edith Waddy.
From Bethlehem to Calvary. By Faith Latimer.
Amy and the Birds, and other Stories. By the Author of "Summer at Walnut Ride."
Mehetabel. A Story of the Revolution. By Mrs. H. C. Gardner.
Little Graves. Choice Selections of Poetry and Prose. With an Introduction by J. G. Holland.
The Lesson Compend for 1876. By Rev. Jesse Lyman Hurlbut, A.M.
Christians and the Theatre. By J. M. Buckley.
Beattie and her Spanish Friends. By the Author of "Faithful but not Famous," "Constancia's Household," "Daybreak in Italy," etc.
God's Way; or, Gaining the Better Life. By Mrs. M. A. Holt.
John Winthrop and the Great Colony; or, Sketches of the Settlement of Boston and of the more prominent Persons connected with the Massachusetts Colony. By Charles K. True, D.D.
Leofrome the Saxon. A Story of Hopes and Struggles. By Emma Leslie.
2da. A Sequel to Leofrome. By Emma Leslie.

Sunshine of Blackpool. By Emma Leslie.

Picking up the Chips.

Marian's Mission; or, The Influence of Sunday-Schools. By Emma Leslie.

Summer Days on the Hudson. The Story of a Pleasure Tour from Sandy Hook to Saranac Lakes, including Incidents of Travels, Legends, Historical Anecdotes, Sketches of Scenery, etc. By Daniel Wise, D.D. Illustr. by 109 engravings.

North Pole Voyages. Embracing Sketches of the important Facts and Incidents in the latest American Efforts to reach the North Pole. From the Second Grinnell Expedition to the Polar. By the Rev. J. A. Mudge.

The Lord's Land. By Rev. H. B. Ridgway.

Jessie in Switzerland.

Berean Question-Book for 1876.

Infant Baptism Briefly Considered. By Rev. N. Doane.

The Wesleyan Demosthenes. A Brief Portraiture of Rev. Dr. Joseph Beaumont. By Rev. J. B. Wakeley, D.D.

JAS. B. OSGOOD & CO., Boston.

THE reader will find the full announcements of James R. Osgood & Co. in their advertising pages; it seems unnecessary to duplicate them in this issue, but we shall reprint them in the regular announcement lists in the next number, when we shall have more room, that the lists may be complete for ready reference.

POTT, YOUNG & CO., New-York.

An Abridged Edition of Rev. J. H. Blunt's Annotated Book of Common Prayer.

A Cheap Edition of Rev. Stanley Leathe's Bampton Lectures. "The Religion of the Christ."

"Companion of a Devout Life". Lectures on "The Imitation of Christ," "Taylor's Holy Living," etc. By Rev. F. W. Farrar, Dean Goulburn, Bishop of Derry, etc.

G. P. PUTNAM'S SONS, New-York.

The Big Brother. By George Cary Eggleston.

Witch Hazel. By Miss Susan Warner.

American Literature. By Prof. Moses Coit Tyler.

Notes of Travel in Africa. By C. J. Anderson, author of "Lake Ngami."

English Radical Leaders. By R. J. Hinton. (Series of Brief Biographies.) 12°. \$1.50.

French Leaders. By Edward King, author of "The New South," etc. (Series of Brief Biographies.) 12°. \$1.50.

German Political Leaders. By Herbert Tuttle.

Borderlands of Insanity. By Andrew Wynter, M.D. 8°. \$2.

Selections from Goethe's Prose. (Hart's German Classics.)

Roddy's Realities. By Helen Kendrick Johnson, author of "Roddy's Romance." 16°.

The True Order of Studies. By Rev. Thomas Hill, D.D., Pres. of Antioch Coll. 12°.

Classical Dictionary. By John Lemprière. *Miniature ed.* 16°. \$1.50.

Putnam's Elementary Science Series:—1. Metallurgy. By John Mayer, F.C.S. Glasgow. 16°. Illustr. 75 c.;—2. Principles of Mining. By J. H. Collins, F.G.S., Falmont. 16°. Illustr. 75 c.

Putnam's Advanced Science Series:—1. Building Construction. By R. Scott Burn, C.E. 2 vols. Plates and Text. \$3;—2. Metallurgy. By W. H. Greenwood, A.R.S.M. Vol. 2. 12°. Illustr. \$1.50.

Putnam's Series of Atlases:—1. The Academic Atlas of Modern and Classical Geography. Consisting of 32 beautiful Maps, with full Index. \$2.50.

The Library Atlas of Modern, Historical, and Classical Geography. Consisting of 102 Maps, including eight Railway Maps and four Astronomical Charts, with full descriptive Letterpress of Modern Geography, by James Brice; of Historical Geography, by William F. Collier; and of Classical Geography, by Leonard Schmitz, and copious Indices. Roy. 8°. Half mor., \$14.

Handbook of Scripture Geography. 16 Maps. With Questions and Answers. 16°. 75 c.

A. D. F. RANDOLPH & CO., New-York.

The Epworth Singers, and other Poets of Methodism. By S. W. Christophers.

In the Holy Land. By Rev. Andrew Thompson. Illustr. 12°.

Alpine Lyrics. By Meta Heusser Schweizer. Sq. 18°. Addresses. By D. L. Moody. Revised by himself.
Faith and Patience; or, *The Harrington Girls.* By Sophie Winthrop.
The King in his Beauty, and other Hymns. By Florence C. Armstrong.
The Sensualistic Philosophy of the 19th Century Considered. By Robert L. Dabney, D.D., LL.D.
Historical Scenes from the Old Jesuit Missions. By Rt. Rev. Wm. Ingraham Kip, D.D.
The Years that are Told. By Rose Porter.
A Year with King David. By Rev. Charles E. Knox, author of "A Year with St. Paul."
Theodora. A Home Story. By Phoebe F. McKean.

ROBERTS BROS., Boston.

Eight Cousins; or, *The Aunt-Hill.* By Louisa M. Alcott. With numerous illustr. by Addie Ledyard and Sol Eytinge. 16°. \$1.50. (Sept.)
The Ship in the Desert. A Poem. By Joaquin Miller. 16°. \$1.50. (Sept.)
Nine Little Goatings. By Susan Coolidge. With illustr. by J. A. Mitchell. Sq. 16°. \$1.50. (Oct.)
Bound My House: About the Neighborhood where I live in Peace and War Time. By Philip Gilbert Hamerton. With illustr. by the author. Sq. 12°. \$2. (Oct.)
Mice at Play: "When the Cat's away the Mice will play." A Story for the whole Family. By Neil Forest. With illustr. by Sol Eytinge. Sq. 12°. (Oct.)
Madame Récamier and her Friends. From the French of Madame Lenormant, by the Translator of "Memoirs and Correspondence of Madame Récamier." 16°. \$1.50. (Oct.)

The Fall Outlook.

We are now at the beginning of the Fall season, the best part of the year, and the most important question before every dealer just now is, what are the prospects for fall? The general commercial feeling is that business is getting down to "hard-pan," and that trade dealings of all sorts this autumn will be on a more cautious and safe basis than for many years. The noticeable quickening of business which was hoped for has not come, nor is it likely to, this fall. The crops, which are the foundation of all business prosperity, are large, and promise to yield a good profit, despite deluges and the grasshoppers, so that there will be a reasonable amount of money to be spent in the country, and we have reached in general merchandise, "bottom" or nearly bottom prices. We can not expect again, for many years, the heyday and extravagant prosperity of the "flush times" succeeding the war, for which we have had to pay the penalty in the recent period of depression. But recovery from that state of things depends simply on the commercial community doing a steady, safe trade, no more than the country requires, making a reasonable profit on that trade, and not endeavoring to launch out into all sorts of speculations as in the old days. Those men who have been doing a reckless business of late years, selling to whomsoever would buy, with little regard to credits, especially some of the smaller business people, may yet have to go, but such failures can not long

Jolly Good Times; or, *Child Life on a Farm.* By P. Thorne. With illustr. by Addie Ledyard. \$1.50. (Oct)
Six to Sixteen. A Girl's Book. By Juliana Horatia Ewing, author of "The Brownies." 16°. **Etching and Etchers.** A Treatise, Critical and Practical. By Philip Gilbert Hamerton, author of "The Intellectual Life." With numerous original etchings. 8°.

SOLISBER, ARMSTRONG & CO., New-York.

Brice-a-Brac Series. Lamb, Hazlitt, and Others. By R. H. Stoddard. 16°. **Rhymes and Jingles.** *New and cheaper ed.* By Mrs. Mary Mapes Dodge.

SHELDON & CO., New-York.

Leah, a Woman of Fashion. By Mrs. Annie Edwards. A Novel. 8°. \$1.75; pap., \$1.
Dear Lady Disdain. By Justin McCarthy. A Novel. 8°. \$1.75; pap., \$1.
Memoirs of Dr. Eliphalet Nott, late President of Union College. By Prof. Taylor Lewis, of Union.
Lectures to My Students. By Rev. C. H. Spurgeon. 12°. \$1.25.
Our Poetical Favorites' Second Series. Selections from the longer English Poema, and intended as a companion volume to "Our Poetical Favorites" First Series. By Prof. A. C. Kendrick, of Rochester University.
History of Ancient and Modern Philosophy. By Prof. Joseph Haven, D.D., late of Chicago Univ.

T. WHITTAKER, New-York.

Evangelical Church (The). A Series of Discourses by the Ministers of the different Religious Denominations, illustrating the Spiritual Unity of the Church of Christ. Edited by Rev. Henry Tullidge; D.D.
Golden Truths. A Course of Sermons for the Christian Year. By John N. Norton, D.D.

postpone the return to better times, if the great body of business men stick to safe and sound business methods.

In this outlook of general business, the book trade is to be congratulated on several peculiar advantages. It is not to be forgotten that it has suffered also peculiarly, for, in addition to the general depression, it has been the victim of unsound methods of doing business—the most reckless selling without profit and even below the real cost of goods—to an unwonted degree. It is the best evidence of the general stability of the trade that, under these circumstances, so few failures have occurred. But the recent movements have opened the eyes of all to the folly of such methods, and, what is more, have led to practical and united efforts to help along better times by doing business in a better way. For the first time in many years, the local booksellers, and, for that matter, the book trade in general, stand a chance of making a fair profit on what they sell; the publishers are unanimously for reform, and it only needs the co-operation of the local dealers, who will be most and first benefited, to clinch the nail by standing to the rules. Just at the end of the bad times, and the opening of better, the book trade makes for itself the opportunity to abandon bad and return to good habits, and in this respect it is exceptionally fortunate.

But the national and other meetings of the trade have accomplished much otherwise, even if we overlook their direct result as embodied

in the declaration against underselling. They have been the means of bringing the trade together, acquainting its members with the best ways of doing business, as each has found them out for himself, exchanging ideas, showing the possibility of a much larger book business through the country on a safer basis, and infusing through the trade a feeling of encouragement and enthusiasm that will do much to give an impetus to business. Among other demoralizing features, they have done away with the trade auction sales, and substituted in their place the excellent book fair system and special sales, such as are announced in this number, and thus avoided the danger of the trade loading themselves up with dead stock, that locks up capital and prevents the buying of fresh and salable goods before the holidays again. All this is good.

Now, we say to the trade, at this opening of the fall season, that they can make it the best autumn they have known for some years. Even if general business should continue dull for another year, their chances are good, provided they improve them. Now is the time for them to decide, by their wisdom in buying and enterprise in selling, whether the book business of this country shall not be increased as it ought to be, and as cool men in the trade believe it may be, nearly fifty per cent. The local dealer in any town should know his customers and the book-buying community, their habits of buying and their tastes, thoroughly well. Let him then look carefully over his stock, and fill it out to such extent as his capital will safely permit with just the kind of books he can induce these people to buy—not "bargains," or hap-hazard purchases of any sort. We do not advise him so much to buy largely as to buy wisely, that he may sell out his fresh goods and be ready to turn over his money again by sending in large second orders before the holidays come. Then let him go hard to work to stir up his trade, and not wait idly for some one to come in and "want a book." Let him remember that by vigorous machinery—which he should rival, if not pattern by—over 50,000 copies of that very costly book, "Picturesque America," were sold in the dullest of dull times. He must also bear in mind that dull times may even be turned to advantage, by keeping it before the public that books are, after all, the best investment and cheapest presents when there is little money to spare. By careful and enterprising promotion of his business, any dealer may thus increase it vastly, in the dullest of seasons, and under the better promise of the future, with the reform to teach him, he has this fall the best of chances. Let him be proud of his calling, as he has a right to be, and fall to

work with *vim*, and there ought to be no further complaint of the book business..

THE proposal to organize a local Board of Trade in New-York, in the book and stationery interests, should be heartily seconded through the trade here. The idea of gathering the *data* as to commercial standing, by bringing together the information in the hands of the trade itself, is an excellent one, and follows a system which has been found, in other lines of business, to work well. The wholesale houses and their travelers are pretty sure to be posted as to a dealer's soundness, in whatever part of the country he may be, and their information is apt to be both fresher and more certain than that of the general commercial agencies, which have often been known to continue ratings long after a man was dead. A reliable knowledge of relative standing is desirable on all sides, because it promotes soundness in trade and prevents honest, careful dealers being put to disadvantage by irresponsible people who undersell recklessly, or otherwise hurt the trade. Every body should therefore be glad to give all information that they can, and generally to promote this new movement. The other objects proposed, with special reference to the stationery business—the prevention of unfair copying of trade-marks, styles, and such purposes—are also of great importance, and we trust to see the proposed Board successfully organized at once.

THE special sale announced by Jas. R. Osgood & Co., Sept. 15th to Oct. 20th, is the important event of the day. The system of such sales, with extra discounts to start off business in the fall, is a great improvement on the old method of trade sales by auction, with its demoralizing effects, and as the Book Fair of this year was found to be too early for the miscellaneous trade, and there was question of the advisability of a second following so soon upon the first, the plan seems to us expedient for this year. The trade should take advantage of the opportunity, and thus give another blow at trade auctions, to which, we trust, no publisher of standing who understands how, and how only, a safe and wise business can be done, will ever contribute again. Next year, we look for a grand general Fair in October, which will be an unexampled success, and obviate the necessity even of special sales, by combining their advantages with that of the old trade-sale system.

THE reform continues promising, except for such individual instances as the one recorded

in our Nashville report, and we believe such dealers will ultimately see the unwisdom of their course. Meanwhile, the arbitration clause of the Niagara resolution makes it possible for dealers concerned to meet such competition under the rules. It is to the interest of every local dealer to become a member of the A. B. T. A., or, at any rate, to join in the reform. Those who are not posted can obtain information by addressing any of the officers of the association, or, in particular, Mr. N. R. Monachesi, Secretary of Committees, care of the PUBLISHERS' WEEKLY. We trust the importance of local organizations in every place will not be forgotten.

We have to thank Mr. James Kelly, of Boston, for a suggestion that may prove useful to the trade—that of a department of “Notes and Queries,” in which questions relating to books or trade matters may be asked, and may call out answers from our readers. We could not undertake to give the editorial attention necessary for answering all such queries, but shall take pleasure in making them known.

We give in this number a good portion of the publishers' announcements for the fall; many are not yet ready, and will therefore appear in succeeding issues. The lists, we may add, do not look very much as though dull times were expected.

TRADE MEETINGS.

Nashville, Tenn.

We have the following report, resolution, and explanation from the members of the Committee on Local Organization, A. B. T. A., at Nashville, Tenn.:

A meeting of the booksellers of Nashville was called for the 24th of August. Notices were sent to all dealers adjacent to Nashville, but none were present outside of the city. Many dealers throughout the State, however, proved their interest by sending cordial letters. At the meeting, Mr. W. T. Berry occupied the chair. Several propositions concerning a new organization were submitted, but there not being a full attendance of the trade, it was deemed advisable to adjourn until next day. A committee appointed to wait upon a certain house which was not represented, and to solicit their attendance, reported their refusal to have any thing to do with the meeting. On the receipt of this report, it was again agreed to adjourn until next day, in the mean time to make a final effort to induce Messrs. Wheeler, Marshall & Bruce, the firm in question, to come in. At the third day's meeting, Aug. 26th, it was reported that Mr. Wheeler, representing his firm, expressed the determination not to sign any thing, nor to be in any way connected with either the local organization or the American Book Trade Association. The following reso-

lution was passed, and signed by every member of the trade except the house named:

NASHVILLE, Aug. 26, 1875.
At a meeting of the Booksellers, held at the Cumberland Presbyterian Board of Publication, it was
Resolved, 1st. That selling books to scholars at a discount on teachers' orders, is an infraction of the agreement made and entered into by them in 1873.
Resolved, 2d. That teachers are entitled to a discount on books only when they buy for their own use, or to sell at retail prices to their scholars.

W. T. BERRY & Co.,
T. C. BLAKE, Agt.,
HUNTER & WARREN,
A. SETLIFF,
TAVEL, EASTMAN & HOWELL,
W. S. DUCKWORTH & Co.,
D. N. NEVLAN,
G. W. HUTCHISON,
S. F. SNOWDEN,
A. H. REDFORD, Agt.,
R. H. SINGLETON.

In order that the significance of the resolution may be understood, it should be stated that in 1873 each dealer in Nashville, including Wheeler, Marshall & Bruce, signed an agreement not to retail school and college textbooks to any other than dealers and teachers for less than publishers' retail prices. Now last year and this year, said firm arranged with a large school to supply pupils with books at reduced rates (teachers' prices), simply upon the pupil presenting an order for the same signed by the teacher.

Michigan.

A STATE association has just been formed in Michigan, under the title of the “Michigan Booksellers' Association.” Its officers are as follows:

President.—Wesley Emery, Lansing.
Vice-Presidents.—J. R. Fiske, Ann Arbor; L. R. Penfield, Hillsdale; W. F. King, Adrian.
Secretary.—Wilber Parker, Detroit.
Treasurer.—John Moore, Ann Arbor.
Executive Committee.—Wesley Emery, Lansing; Chas. Eaton, Grand Rapids; J. M. Arnold, Detroit; F. L. Reynolds, Muskegon; A. Richmond, Detroit.
Arbitrative Committee.—George D. Brown, Jackson; E. C. Newell, Saginaw City; S. H. Douglass, Ann Arbor; W. E. Tunis, Detroit; Geo. H. Smith, Detroit.

A constitution of effective character has been prepared, and circulated for signature through the State, with an excellent address, signed by Mr. Wilber Parker, of Detroit, Secretary. The address calls the attention of the trade to “the palpable proof of the great good that has been accomplished in the short existence of the American Book Trade Association,” and names, as the objects of the State organization:

- 1st. Uniformity of prices.
- 2d. As speedily as possible a return to full retail prices.
- 3d. Kindly feeling toward one another.
- 4th. A strict adherence to the 20 per cent article of the A. B. T. A.

The Michigan booksellers are making an excellent start.

BUSINESS CHANGES.

ST. PAUL, MINN.—Messrs. J. T. and G. T. Dudley, having formed a partnership under firm name of Dudley Brothers, will continue the book and stationery business at the store formerly occupied by W. S. Combs, and afterward by J. T. Dudley.

WASHINGTON, D. C.—C. C. Pursell, bookseller and stationer, has removed to 422 Ninth street, Northwest.

Special Offer.

THE PUBLISHERS' WEEKLY reaches, through its regular subscription list, nearly nine tenths of the book business done in this country. We wish, however, to have every live bookseller, and accordingly send this specimen number to many not on our list. The information and suggestions received from the WEEKLY, will, it is agreed by the best booksellers, enable almost any dealer to increase his sales more than a hundred dollars a season, which makes it pay to take the WEEKLY. To acquaint all dealers with its practical value, we will send the WEEKLY, postage paid, through the fall season, when most of the business is done (*i.e.*, up to Jan. 1st, 1876), for ONE DOLLAR. No dealer can afford to neglect this offer. Inclose amount to P. O. Box 4295, New-York.

BOOKS RECEIVED.

THE CALDERWOOD SECRET, by Virginia W. Johnson. (Harper & Bros.) The scene of this story is New-York, and the actors in it are Americans, though very little that is purely characteristic of our life and people appears. The "secret" is the suppression of a will, and the dishonest withholding of a fortune. The story is full of action, and some of the characters are depicted with a great deal of cleverness. 8vo, paper, 50 cents.

ELEMENTS OF ENGLISH GRAMMAR, by S. W. Whitney, A.M. (J. W. Shermerhorn & Co.) The aim of this little volume is to give within its scope the most practical rules for writing and speaking grammatically. The plan pursued is that of laying down principles or giving definitions, illustrating them, and then testing the learner's knowledge of them by calling upon him to make a practical application of them. The questions will be found a great help to both teachers and pupils, while the general arrangement of the work presents many new and striking features. 16mo, cloth, 45 cents.

ANCIENT HISTORY FROM THE MONUMENTS: PERSIA, by W. S. W. Vaux. (Scribner, Armstrong & Co.) This is the third volume of this series, gotten up especially for the popular presentation of recent archæological investigations. The history of Persia is treated of, as derived from its tombs and monuments; the volume begins from the earliest period, and goes down to the Arab conquest. As it is designed chiefly for the general reader, it is written in a simple and easy manner. Small 12mo, cloth, \$1.00.

THE RAILROAD SCENERY OF PENNSYLVANIA. (J. B. Lippincott & Co.) One of the handsomest handbooks we have seen. It is full of the most beautiful illustrations, and is beautifully printed on fine tinted paper. It is a most excellent guide for tourists, as it gives a most perfect idea of the route named. 8vo, paper, 25 cents.

ANNALS OF A FORTRESS, by E. Viollet-le-Duc, translated by Benjamin Bucknall. (James R. Osgood & Co.) The mythical fortress upon a branch of the Saône, of which a very interesting history is given, its various changes being most graphically described, serves also as the basis for elaborate illustrations of military science. The work is besides a remarkable historical study, as it begins from the very earliest times, coming down to the present day, describing the progress of each period in military engineering, in attack and defense, and the most primitive and advanced methods of constructing fortresses. The volume is fully illustrated with plans, maps, etc., and very handsomely gotten up. 8vo, cloth, red edges, \$5.

FAMILY RECORD ALBUM. (Henry Holt & Co.) A very handsomely gotten up volume of blanks, systematically arranged for recording every thing of interest which occurs in family life. There are biographical, genealogical, heirloom, domestic economy pages, and miscellaneous pages; in fact, a place for noting any thing which may happen to a person from date of birth to the record of death. It supplies a want in every family, the family Bible scarcely offering the space for detailed record, and should be with the family Bible in every home. Large 4to, cloth, \$5; half morocco, \$8.

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THERE is nothing that helps a retail book business more than to circulate among one's regular customers, and those likely to buy books, a live, chatty, bright little paper, telling the reader pleasantly why and how he should buy books, and suggesting to him incidentally what the best standard and new books are. That object is best accomplished by the *Literary News*, of which we reprint the September number in our advertising pages. This is prettily gotten up, has usually an illustration from some popular book on its first page, a bright little editorial, which encourages the buying of books, especially at the home bookstore, other articles on or extracts from books, readable paragraphs about the new publications, and agreeable literary gossip on those following, and gives a picked price list of the most salable books recently issued. Every line in it is meant to *tell* on the sales of the bookseller whose imprint it bears. The *Literary News* has the advantage of all the bibliographical, literary, and trade facilities of the PUBLISHERS' WEEKLY office, and is, therefore, better than could possibly be prepared by the individual

dealer. It is furnished with dealer's sole imprint at very reasonable terms (for which see advertising pages), which are lower than those at which any dealer could get it up for himself, and it will easily pay for itself a dozen times over. In these matters, it is always good economy to have the best a-going, and dealers who look into the subject will find that the *Literary News*. The fall is the season when special endeavors to push business should be made, and we trust, therefore, to hear from many dealers as to the October number. Its value is shown by the fact that it is circulated by many of our most enterprising booksellers, from Maine to Texas, among whom we may name Loring, Short & Harmon, Portland; Lockwood, Brooks & Co., Estes & Lauriat, Boston; Dodd & Mead, G. P. Putnam's Sons, Geo. R. Lockwood, New-York; Brooks & Schinkel, Cleveland; Geo. E. Stevens & Co., Cincinnati; Brown & Faunce, Toledo, O.; E. B. Smith & Co., Detroit, Mich.; Fogarty Book Co., Charleston, S. C.; R. G. Eyrich, New-Orleans; W. W. Gamble, San Antonio, Texas; A. Roman & Co., San Francisco. We invite non-subscribers to ask any of these houses how they like the *Literary News*.

Personal Mention.

MR. GEORGE W. FORD, having lately dissolved his connection with Messrs. John Wiley & Son, in whose foreign department he occupied a leading position, has become connected in a similar capacity with Pott, Young & Co.

THE "poet-publisher," President Randolph, is in New-York, on a little vacation from his summer duties in felling trees and "improving generally," at "Greynook," Lake George. He returns to town for his winter rest in October.

MR. J. BLAIR SCRIBNER and bride arrived from Europe last week in the steamship *Bothnia*, from their tour in Europe. Mr. Scribner remained for a month in London, meeting many of the authors and publishers, and returns in fine health and spirits for autumn work. The Scribner houses have been well represented abroad this summer—Mr. Scribner, Mr. Roswell Smith, publisher of the magazines, and Mr. Bangs, the head of the English department here, having been in London during the season; not to speak of Mr. Welford, the resident London partner. As a consequence, the English house expects to show some fine goods in the new store, during the fall.

THE "literary man" in a publishing house is a most important fifth wheel, although he is not always known to the public and the trade. It is he who must answer the questions of authors while their books are under way—and they ask a great many; must inform the newspaper people who come for items, must have a general eye on the proofs, and do a thousand things, in short, that keep both his tongue and his pen busy. Mr. A. Smith is the pleasant gentleman and graceful writer who occupies this position in the Osgood house, to the great satisfaction of all who have to do with him. He has been somewhat known outside as the Boston literary correspondent of several leading papers, where his connection with one house has by no means prevented his doing justice to Boston literature in general.

MR. GEORGE S. MCGINNIS, the veteran book-

seller of Princeton, N. J., has begun a little reform crusade of his own. Having had some difficulty, as regards underselling, with the "college bookstore" in his town, he has been personally calling upon New-York publishers, and laying the case before them. He finds them very ready to stand by the reform rules, and his pilgrimage, which is to the benefit of the trade at large, is giving him no little satisfaction. Mr. McGinnis has "experience," as Mr. Randolph calls it, and has always been for reform.

STATIONERY NOTES.

THE state of trade in stationery and fancy goods at present exhibits nothing of interest. Trade is said to be dull, but the dullness is accepted as a proper exponent of the times, and no particular complaints are heard. In other branches of trade, the complaints are numerous, and probably with cause; and that they are not heard in the stationery and fancy goods trades is an evidence that these trades have not suffered in the general depression as much as some others. That trade should now be dull, there is to a certain extent a cause. Most of the large jobbers attended the late book fair, and purchased such stock as they needed for temporary use. This not having been distributed as yet, they are in no want of more; therefore, they purchase nothing. The jobbers, dealers, and importers in New-York have now all their travelers upon the road, but as the large distributors, West and South, have the temporary stocks spoken of, they desire nothing more. The travelers, therefore, must confine themselves to the retail trade, and the bills of this class are never very large. It is understood that the orders sent back by the travelers amount only to from \$75 to \$150; but for the causes stated, this should not be taken as an indication that there is nothing doing. It may be assumed that trade is now as lively as could be expected under the circumstances, but there is nevertheless an undercurrent that begets a lack of confidence. Prominent houses are therefore prevented from engaging in new enterprises; they husband their means, and wait for better times. But there is a reason for even this, and, as far as can be ascertained, the reason is, that the present uncertainty in regard to national finances influences the entire trade. We are now entering upon a political campaign that, from the questions at issue, will be peculiarly interesting to business men, and even now the effect is seen. With the present uncertainty (and no positive knowledge can be had until after the next Presidential election), it can not be expected that trade should be brisk; so we would suggest that the present be accepted as all that the times should give, and that all complaints relative to circumstances that can not be altered should be avoided.

At present, there are no novelties upon the market, but the novelties of the past months, in the line of writing-papers, are selling well. The sale of standard stationery for the use of schools has been accelerated somewhat, as this is the opening of the school season, but the schools regard matters in the same light as the retail trade, and buy cautiously. The prospect for the future is hopeful, and it is possible that

toward the end of the season, trade may to a certain extent revive.

MESSRS. PORTER & BAINBRIDGE, Beekman street, have recently issued to the trade a number of specimens of memorial cards, in order to show what they are and what they are designed for. The fashion comes from London, where these cards are used to announce a death to the relatives and friends of the deceased. The cards may be had of various sizes, with various widths of border, to suit the taste of the parties requiring them. They cost from \$3.45 to \$13.60 per dozen packs, according to size and quality.

MESSRS. T. S. WHITE & Co., of St. Paul, Minn., have received the contract to furnish the government of that State with stationery. The aggregate amount involved is \$1066.82. Messrs. White & Co. is the youngest firm in the Northwest.

Obituary.

THE recent death of John Churchill is a loss which must be felt not only by the English book trade, which, from his long connection with it, had learned to look up to him as one of its chiefs, but to English literature as well, which—as must all leading publishers—he had done much to form. Born in Dorsetshire, he was sent to London when but fifteen to be apprenticed to a surgeon. Fate, however, brought him into the family of Mr. Cox, an engraver and bookseller, and there the glimpse into the life of a bookseller led him to prefer it to that of a surgeon, so that he was accordingly bound apprentice to Mr. Cox. When his term of apprenticeship was over, he entered the establishment of the Messrs. Longmans, and not long after he married, and entered business on his own account as a medical bookseller in Princes street. His rise henceforward was rapid and steady, his growing business forcing him, from time to time, to seek larger quarters, his personal reputation increasing with it. Heart disease and gout troubled his later years, and compelled him to resign his business in favor of his sons. He died at Tonbridge Wells, on the fourth of August, having all but completed seventy-four years.

LITERARY AND TRADE NEWS.

IT has not yet been absolutely decided, as we go to press, whether the proposed supplementary Book Fair, in October, will be held or not. Mr. Leavitt has, however, made the preliminary preparations, and called the attention of the publishing trade to them by circular, and in our next we shall be able to announce the final decision of the committee, which has not yet had its formal meeting as we go to press.

THE meeting of the creditors of Lee & Shepard was called for Thursday morning, 16th, at their office in Boston, and the meeting of those of Lee, Shepard & Dillingham, by Mr. James Miller, assignee, on Friday morning, at their office, 678 Broadway. We go to press too early this week to give the results of these meetings, but the sentiment of the trade was so reflected in the spirit of the resolution of sympathy of the Central Booksellers' Association, that we have

no doubt every thing has been done by the creditors to promote an early and satisfactory settlement.

THE *Tribune* summarizes the Messrs. Osgood's poetry announcements, in addition to the Whittier holiday volume, as follows: "Mr. Whittier has also made up a volume of selections, entitled, 'Songs of Three Centuries,' with an introductory essay by himself. Prof. Longfellow will give us a new volume, entitled, 'The Masque of Pandora, and Other Poems.' It will include 'The Hanging of the Crane,' and 'Morituri Salutamus,' among the 'other poems.' Then we shall have 'Home Pastorals and Other Poems,' by Bayard Taylor. No collection of Mr. Taylor's shorter poems has been made since 1862; and since then he has done some of his best work. The already famous Goethe ode will be included in this volume. 'The Bird and the Bell' will be the title of a new volume of verse by the artist-poet, C. P. Cranch, and Mr. George P. Lathrop—the new assistant editor of *The Atlantic Monthly*—will also make his poetical debut with a volume entitled 'Rose and Roof-tree,' for which Mr. La Farge has made a frontispiece. Besides all these novelties are numerous new editions of old favorites—'The Odyssey of Homer,' translated by Bryant, Roslyn edition; and a similar edition of Taylor's translation of 'Faust,' to be called the 'Kennett Edition,' in compliment to the poet's Pennsylvania home, as well as various others."

IT is only fair to say that Mr. E. Steiger's system of trade catalogues is the most remarkable in this country, and we wish to point out to home publishers and booksellers that a great part of the remarkable success of his German importing business has come from his careful attention to bibliography. The lesson may be usefully applied here. Mr. Steiger has now issued no less than twenty-seven classified catalogues in uniform small 16mo, covering the most important lines of German books, including a holiday catalogue, narrative literature, picture and children's books, kindergarten literature, theological books, philosophical books, *Bibliotheca Glottica*, dramatic library, etc., etc. These valuable catalogues are sent either gratis or for a nominal sum, and all the set may now be had of Mr. Steiger (22 and 24 Frankfort street), at \$1.25, in a neat self-binder, for these and additional catalogues, in half morocco. Every live bookseller who has any German trade should have the full set of Steiger's catalogues, and the American trade may well thank Mr. Steiger for the example he has given them. Mr. Steiger can already say practically that bibliography pays.

One of the most important books of the fall will be issued by the Lippincotts in Dr. Allibone's long-promised "Prose Quotations." It will make a large octavo, giving 8,810 quotations, on 571 subjects, from 544 authors from Socrates to Macaulay—the most comprehensive work of its kind apparently yet issued.

WE have received the following music from Messrs. S. T. Gordon & Son, N. Y.: "Rhapsodie Hongroise," by Franz Liszt (\$1.50); "On the Lake of Saratoga," by Albert Wimpheimer, (75 cts.); "Forever," by George W. Persley (30 cts.); "Capriccio," by William Baettenhausen (50 cts.); "Evening Song," by William Baettenhausen.

"THE series of 'Little Classics' made a sort of furore," says Mrs. Moulton in the *Tribune*; "they were so dainty and pretty that every body bought them—and their success has led Osgood & Co. to undertake a new set of Liliputian volumes, smaller yet, to be called the 'Vest-Pocket Series.' They will be beautifully printed, and bound in flexible cloth covers, at a uniform price of fifty cents per volume. The first volume will be Whittier's 'Snow-Bound,' then Longfellow's 'Evangeline,' then two volumes of Emerson's Essays, including, in each, three of the best essays. 'Snow-Bound' is illustrated. Such little loves of books—so tiny and so perfect—it would be hard to find anywhere else."

PERHAPS the chief holiday book of the coming holiday season—certainly, indeed, if it parallels the success of "The Hanging of the Crane," to which it is a companion volume—will be Whittier's new poem, "Mabel Martin," as illustrated by Miss Hallock and Mr. Moran. It was they who made the previous volume so charming, and they have been at work the whole year on this, which is said to give promise of even finer and more exquisite art-work than its illustrious predecessor. Of course, Anthony has had a hand in the engraving.

MR. CHARLES LANMAN, author of the "Dictionary of Congress," etc., has nearly ready for the press a Centennial work entitled "Biographical Annals of the Civil Government of the United States during its First Century." It will contain about 7000 biographical sketches and 8000 additional names of persons who have been connected with the Government since the signing of the Declaration of Independence, embracing the delegates, representatives and senators who have served in the Continental and Federal Congresses, the Federal and State judiciary, ministers to foreign countries, executive officers in all the departments of the nation, and the governors of the States and Territories. There will be also a large amount of tabular information, from official sources, to illustrate the growth and present condition of the Government of the United States.

To his series of pamphlets published for free distribution, Mr. Henry Carey Baird, of Philadelphia, has now added another—"Inflated Bank Credit, as a Substitute for 'Current Money of the Realm.' The Way 'To Pay Debts without Moneys,' and to make 'The Rich Richer and the Poor Poorer.'" This, with his former publications, "Rights of American Producers," "Some of the Fallacies of British-Free-Trade-Revenue-Reform (Letters to A. L. Perry)," "Results of the Resumption of Specie Payments in England," "Letters on the Crisis, etc.," and "Protection of Home Labor," will be furnished the trade gratuitously on application to the publishers, H. C. Baird & Co.

GEbbie & BARRIE, Philadelphia, have received a new supply of the famous Flameng edition of Boccaccio's Decameron, containing the portrait and ten fine illustrations drawn and engraved by Leopold Flameng.

A NUMBER of bright new novels are in press at Harper & Bros., for publication this season, among them "The Catskill Fairies," by Miss Virginia W. Johnson, illustrated by Fredericks; "Hugh Melton," by Katharine King, and "Healey," an anonymous romance.

MR. J. DISTURNELL is one of our oldest publishers, having been in the business half a century, and published in that time 80 books. But he is still at work, and his proposed compilation of "New-York as it Was and as it Is" will revive the annual issued by him a generation ago, and will contain many of the interesting steel plates of those volumes. It is to be a book of facts, giving condensed information as to the features and institutions of both this city and Brooklyn, with references to their past. A classified business directory is to be appended. The volume, of 300 pages, 16mo, will appear next January.

MISS SUSAN WARNER, author of "The Wide Wide World" and "Queechy," has nearly completed her new novel, "Witch-hazel," which will be published by G. P. Putnam's Sons after its appearance as a serial in the *New-York Witness*.

EX-PRESIDENT THOMAS HILL, of Harvard University, is preparing a little volume on "The True Order of Studies." His appreciation of the value of mathematical studies is very high; indeed, says the *Tribune*, he is spoken of as the only man who ever got religion out of geometry, as in his book, "Geometry and Faith." The book will be issued during the fall by G. P. Putnam's Sons.

THE last volume of the Life of Lord Palmerston is promised for early publication in England.

"HAPPY-THOUGHT" Burnand has just published in England a new book "About Buying a Horse."

PROFESSOR MOSES COIT TYLER, of Michigan University, is preparing a survey of American literature, which will be published by G. P. Putnam's Sons.

MR. J. W. BOUTON, 706 Broadway, has just hung out his banners on the outer wall in the shape of two huge picture signs, 10 feet by 3, between his windows. One represents old Dominie Sampson in the library, raising his hands in exultation over a "Prodigious" find of venerable lore, and the other a modern and more quiet bibliomaniac feasting himself from long rows of books, as he is perched forgetful on a shelf-ladder.

A NEW style of binding, of course a novelty from the fertile Riverside Press, is to be introduced by Hurd & Houghton in Mr. Scudder's coming new juvenile, "The Doings of the Bodley Family." The book will be in boards, the cover being printed in black on the favorite granite paper, but there is a backing and binding of cloth, so that the side looks like a slab of pasteboards inlaid in cloth. The end papers, inside, will be also a new idea—covered in blue sketching with lovely designs of boys and girls at play. The book is as bright inside as it is novel outside. It will be published on the 25th, with Hon. A. P. Russell's "Library Notes."

MR. N. L. THIEBLIN, who made no little reputation as "Azamut Batouk," and is the writer of the spicy "Stranger's Note-Book" in the *Sun*, has written a "New-York boarding-house romance," "Little Gelinotte," which has just been started in the *Boston Courier* as a serial, and was afterward to have been published by Lee & Shepard. It will be remembered that they issued some months since a very bright

and agreeable book on "Spain and the Spaniards," by the same author. The field of the new story affords capital opportunity for so pungent a writer, and it is hinted that it will contain character sketches of New-Yorkers, drawn from living specimens. The story is being illustrated, in dashy French style, by Mr. M. H. Le Vasseur, formerly French consul at St. Louis.

The *London Athenæum* has little fondness for American humorists and their "dry" humor, and cheerfully observes that "there seems some

probability that the wave of comic literature which a short time ago invaded our shores from America has finally subsided."

A DUBLIN publisher is to issue "Leverana," from unpublished MSS. and correspondence of Charles Lever.

A VOLUME is shortly to appear entitled "Poems of Life and Landscape." It is printing for the author, Rev. Ralph Hoyt, of Fort Lee, New-Jersey, and will be of a lyrical character purely. The book will make upward of five hundred pages.

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- 1 Renauld, J. B., "Our Heroes," a Military Play, N. Y., 1873.
- 1 Curtis on the Constitution.
- 1 Dr. I. Thomas' History of Printing in America, 2 vols., 2d ed.
- 1 Forbes' History of California.
- 1 Finley's Directory of Pacific Coast, new ed.
- 1 Sinding's Scandinavian Races.
- 1 Burwell's Dramshops, Industry, and Taxes.
- 1 Thayer's Life of Beethoven.
- 1 Vogel on Beer.
- 1 Bridge of Sighs, illustrated by Ehninger.

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- Little and Brown's Wordsworth, vol. 1.
- Sabin's Bibliopolist, vols. 5 and 6.
- Routledge's Illustrated Shakespeare, odd Nos.
- Bolton's Hist. of Westchester County.
- Robinson's Gesenius' Hebrew Lexicon.
- Robinson's Greek Harmony of the Gospels.
- Van der Hooght's Hebrew Bible.
- Winer's New Testament Grammar.
- Journal Gen. Convention P. E. Church, 1874.

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EYRICH & CO., JACKSON, MISS.—We would not take ten times its cost for it.

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SUPPLEMENTARY "BOOK FAIR,"

COMMENCING

Thursday, October 21, 1875.

TO THE TRADE.

The "Book Fair" in July, inaugurated by the American Book Trade Association, having been held at a season of the year when a comparatively small amount of stock is needed by the Trade, and more particularly Books adapted for the Fall and Holiday Sales, such as new books, etc., etc., the Committee appointed by the American Book Trade Association have deemed it advisable to announce a

SUPPLEMENTARY "BOOK FAIR"

for one week, commencing on Thursday, October 21st, at the Booksellers' Exchange and Clearing-House, as before. In order to thoroughly test the system of "Book Fairs," with reference to making them a *semi-annual permanency*, the Committee consider it important, and hope that all Publishers will be fully represented at this meeting, and have directed the Managers to make the announcement as above.

The Committee would also represent to buyers the importance and necessity of settling in full for their purchases, immediately on receipt of such statement from the Manager. This is absolutely necessary, and must be done. Otherwise it would be impossible for the Managers to fulfill their obligations to Publishers by paying cash for all sales in thirty days from the close of the sale. There is no reason why buyers should not be willing to attend to this important matter, and at once, as all differences can be adjusted and settled at a subsequent date, without loss to any one. Another reason for promptness in this particular will be that all purchases not settled for within fifteen days after the Sale will become net cash, without discount, and the purchasers will then lose the credit to which they would otherwise be entitled.

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WILLIAM LEE, Boston.

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In accordance with the directions of the Committee, a Supplementary Book Fair will be held for one week, at the Booksellers' Exchange and Clearing-House, commencing Thursday, October 21st, with special reference to supplying the wants of the Trade in

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The Exchange will be open for business daily, during its session, from 9 A.M. to 6 P.M.

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No business shall be transacted at the Exchange except by members; and all transactions shall be made under the rules of the Exchange.

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The Managers are permitted to state that

THE AMERICAN BOOK TRADE ASSOCIATION

earnestly desire that the Trade throughout the country will give its hearty and active support in establishing and maintaining the Exchange. This plan of sale is an essential feature of the great movement for reform. It has all the advantages of the Trade Sale, without any of the evils attendant upon that system.

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NOTES IN SEASON.

OUR next issue, it should be remembered, will be the Book Fair number, in which publishers may make known to the trade their special offerings at the Fair.

THE regular fall meeting of the Central Booksellers' Association occurs on Thursday, Oct. 12th, and that of the Publishers' Board of Trade on Wednesday, Oct. 13th, week after next.

The official announcement of the Supplementary Book Fair having been issued, the managers have received assurances from Messrs. Harper, Appleton, Scribner, and nearly all the houses of this city, that they will be fully represented. As yet, the other cities have not been heard from, but a good representation is expected. Travelers report the Western trade eager to come on. The Fair will be open from Thursday, October 21st, through Wednesday, October 28th, and will occupy the main salesroom and that above. The stationers will not be represented, except possibly at a special stationery fair, which may follow. The rules and terms are mainly as before, the most important modification being as follows:

All bills not settled within twenty days from the last day of the sale shall lose the credit to which the purchaser would be otherwise entitled, and such bills will be payable in cash, without discount; this rule will be strictly enforced.

SUCH a *suroré* as there is nowadays over rifle practice should make a large sale for the fifth edition of Colonel Wingate's "Manual for Rifle Practice," just ready, by W. C. and F. P. Church. Colonel Wingate is the authority on the subject, and his comprehensive book is quite rewritten.

THE Bric-à-Brac book promised for to-day, "Lamb, Hazlitt, and others," will contain among its illustrations a *fac-simile* of an autograph letter addressed to William Hare, editor of the Table Book, written by Charles Lamb on the fly-leaf of a copy of "Specimens of English Dramatic Poets." The book was in possession of Mr. R. H. Stoddard, editor of the series. A cheaper edition of Mr. Stockton's clever "Roundabout Rambles" accompanies this book from the Scribners.

MRS. ANNIE EDWARDS' new story of "Leah," the romance of a woman of fashion, which has pleased the readers of the *Galaxy*, will be issued by Sheldon & Co. next week. This is said to be one of her most charming stories, drawn to the very life, and a large sale is expected. Spurgeon's new book, "Lectures to my Students," which has attracted general attention from the religious press, will be issued at the same time. Of this great preacher's works over 400,000 volumes have been sold by this house in this country.

HURD & HOUGHTON, N. Y., the Riverside Press, Cambridge, are about to bring out a new edition of a book which has a special interest at this time, and is likely, from its intrinsic excellence, to take rank among the standard books. The letters of Mrs. John Adams to her husband, written during the war of the Revolution, is a book which has been several times called back into circulation since it was first issued, and always with increasing interest. This time it is to be made still more worthy of notice. Mr. Charles Francis Adams has prepared "Familiar Letters of John Adams and his wife, Abigail Adams, during the Revolution, with a Memoir of Mrs. Adams," and in this has brought out the whole correspondence, introducing many valuable letters not before published, and enriching the volume with notes.

"THE Might and Mirth of Literature" will be issued on the Harpers' next publication day. This book, by Mr. Macbeth, recently appointed, on the strength of its proof-sheets, professor in the University of West-Virginia, is a manual of literature on a new plan, based chiefly upon the use of figures in writing and speaking. The chapters treat respectively of these figures, and in connection with them give extracts from and notes about more than six hundred writers.

A. D. F. RANDOLPH & Co.'s list opens in October with "The Years that are Told," by that happy writer, "Rose Porter," who gives an old lady's musings over the past; "Theodora," a home story of the war, by Miss Phoebe F. McKeen, vice-principal of the Abbott Female Academy at Andover; and Miss West's interesting volume on "The Romance of Missions," with introduction by Mrs. Charles—all pleasant books, with good in them.

THE Comte de Paris' history of our Civil War is transferred to the new house of James H. Coates & Co., who have the first volume nearly ready.

ALPHABETICAL LIST OF BOOKS JUST PUBLISHED.

The Prices in this List are for cloth lettered, unless otherwise indicated. Imported books are marked with an asterisk; Authors' and Subscription Books, or Books published at net prices, with two asterisks.

- Abbott**.—Christopher Columbus. By J. S. C. Abbott. (American Pioneers and Patriots, vol. x.) Illustr. 12°. \$1.50. *Dodd & M.*
- Adams**.—An Address delivered at Amherst before the Members of the Social Union, 7th July, 1875. By Charles Francis Adams. 8°, pp. 30. Pap., 25 c. *Hurd & H.*
- Armstrong**.—The King in his Beauty, and other Hymns. By Florence C. Armstrong. With 3 illustrs. by H. O. H. and a frontispiece by H. I. A. Miles. 24°, pp. 20. 75 c. *Randolph.*
- Aubigne**.—History of the Reformation in Europe in the Time of Calvin. By J. H. Merle D'Aubigné, D.D. Transl. by William L. B. Cates, joint author of Woodward & Cates' "Encyclopædia of Chronology," etc. Vol. 6. Scotland, Switzerland, Geneva. 12°, pp. xx, 526. \$2. *Carter.*
- Brio-a-Brac Series**. Edited by R. H. Stoddard. Personal Recollections of Lamb, Hazlitt, and others. With Portraits of Lamb, Hazlitt, Lady Blessington and Campbell. (With a fac-simile of an interesting and characteristic Letter by Lamb.) 12°. \$1.50. *Scribner.*
- Christophers**.—The Epworth Singers and Other Poets of Methodism. By Rev. S. W. Christophers, author of "Hymn Writers and their Hymns." 12mo, pp. 520. \$3. *Randolph.*
- Cornell**.—The Handy Home Book of Five Hundred valuable Medical Recipes for all Diseases, with practical Household Receipts. By W. M. Cornell, M.D. Sq. 16°. 75 c. *Gill.*
- Cunning Workmen**. By Pansy. Illustr. 16°. \$1.25. *Lothrop.*
- D'Aubigne**. See Aubigné.
- Dickens**.—The Works of Charles Dickens. Illustr. *Gads-Hill ed.* In 15 vols. Vol. 2. David Copperfield. Cr. 8°. \$2. *Osgood.*
- Doe**.—Buffets. By Charles H. Doe. [Originally published in the *Boston Courier*.] (*Osgood's Library of Novels*, vol. 51.) 8°, pp. 143. \$1.25; pap., 75 c. *Osgood.*
- Duncan's** Rituale der Freimaurerei. Transl. and adopted from the English ed. for the Use of the German Fraternity. By Malcolm Duncan. 16°. Leather tucks. \$2. *Dick & F.*
- Giberne**.—Coulving Castle; or, A Knight of the Olden Days. By Agnes Giberne, author of "The Curate's Home," etc. 16°, pp. 448. \$1.50. *Carter.*
- Greenwood**, W. H. See Putnam's Adv. Sc. Series.
- Havergal**.—The Sowers. By Francis Ridley Havergal, from "Under the Surface." 32°, pp. 20. Pap., 5 c. *Randolph.*
- Huntington**.—Mrs. Deane's Way. By Faye Huntington. Illustr. 16°. \$1.25. *Lothrop.*
- Kingston**.—Charlie Laurel. By W. H. G. Kingston. Illustr. Large 16°. \$1.25. *Lothrop.*
- Kurtz**.—Text-Book of Church History. By Dr. John Henry Kurtz. 2 vols. in 1. Revised, with Corrections and Additions from the Seventh German ed. 12°, pp. 1004. \$3. *Smith, E. & Co.*
- Library Atlas** (The), consisting of 100 Maps of Modern, Historical, and Classical Geography, including eight Railway Maps and four Astronomical Charts, with descriptive Letterpress of Modern Geography, by James Boyce, LL.D.; of Historical Geography, by William F. Collier, LL.D.; and of Classical Geography, by Leonard Schmitz, LL.D., with copious Index. Sm. 4°. Hf. mor., \$14. *Putnam.*
- Mabel's Faith**. Illustr. 16°. 75 c. *Lothrop.*
- Miller**.—The Testimony of the Rocks; or, Geology in its Bearings on the Two Theologies, Natural and Revealed. By Hugh Miller. *Thirty-second Thousand*. 12°, pp. 502. \$1.50. *Carter.*
- Miller**.—The Riverside Farmhouse. By Mrs. M. E. Miller. Illustr. 18°, pp. 48. 45 c. *Am. Tract Soc.*
- Pansy**. See Cuning Workmen.
- Putnam's** Advanced Science Series: No. —. A Manual of Metallurgy. Part Second. By Prof. W. H. Greenwood. Illustr. 12°. \$1.50. *Putnam.*
- Reemelin**.—Treatise on Politics as a Science. By Charles Reemelin. 8°, pp. vii, 186. *Clarke.*
- Reade**.—Charles Reade's Novels. Illustr. *Library ed.* In 6 vols. Vol. 2. Love Me Little, Love Me Long; Hard Cash. 12°. \$1.50. *Osgood.*
- Rupp**.—A Collection of upwards of Thirty Thousand Names of German, Swiss, Dutch, French, and other Immigrants in Pennsylvania from 1727-1776, with a Statement of the names of Ships, whence they Sailed, and the date of their Arrival at Philadelphia; Chronologically arranged, together with the necessary Historical and other Notes. Also, an Appendix containing Lists of more than one thousand German and French Names in New-York prior to 1712. By Prof. I. Daniel Rupp, author of several Historical Works. 2d rev. and enl. ed., with German Translation. 12°, pp. 495. \$2.50 and \$3. *Kehler.*
- Sangster**.—Splendid Times. By Margaret E. Sangster. Illustr. 12°, pp. 88. \$1. *Am. Tract Soc.*
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- Schoepff**.—The Climate and Diseases of America. By John David Schoepff, Surgeon of the Anspach-Bayreuth Troops in America. Transl. by James Read Chadwick, M.A., M.D. Sq. 12°, pp. 31. Bds., 30 c. *Hurd & H.*
- Schweizer**.—Alpine Lyrics. A Selection from the Poems of Meta Heusser-Schweizer. Transl. by H. L. L., one of the authors of "Hymns from the Land of Luther," etc. 24°, pp. 101. 90 c. *Randolph.*
- Scott**.—The Waverley Novels. By Sir Walter Scott. Illustr. *Melrose ed.* In 13 vols. Vol. 2. Red Gauntlet; The Antiquary. Cr. 8°. \$2. *Osgood.*
- Selected Poems**.—Enoch Arden. By Alfred Tennyson. Sq. 16°. Pap., 25 c. *Tompkins.*
- Stevens**.—Scripture Speculations. With an Introduction on the Creation, Stars, Earth, Primitive Man, Judaism, etc. By Halsey R. Stevens. 12°, pp. 419. [H. R. Stevens, Newburgh.]
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The Way of the Underseller.

THE history of underselling repeats itself so continuously that it seems almost a waste of words to repeat its record, and again point out its lessons. But it is just now the one point of importance, the pivot of the reform movement, that there should be a thorough understanding how suicidal it is to give undersellers encouragement: for even now, although they are coming nobly up to the work, some publishers have a *lingering* regret for large orders that promise cash, whether they are from undersellers or not—a regret not unnatural at any time, and least of all in these days.

But it has become, and not because of any combination either, a choice between two ways. "If you do this, you can not do that." The manufacturer of books may either sell to the one or two undersellers in any given place, or to the many in the regular trade; but he can not long do both. The same story is told in Boston, in New-York, in San Francisco, and in other centres, and in the smaller cities that surround them, and again in country towns like the home of Mr. McGinnis! The underseller offers books "at cost," and pays big advertising bills into the bargain; he keeps only the books

that people are quick to buy, and of course they come to him to buy them. Even regular book-buyers flock to him, and the other stores are deserted. The legitimate dealer can neither sell new books nor draw people to his store so that he may show them his standard stock. Unless they jeopardize their commercial integrity by meeting the underseller on his own unsafe ground, the regular trade see all the business of their place flowing to the one store, and they stock up with "notions," and give books the back place.

What is the result on the publishers? Their chief interest is in keeping their catalogue alive—their old books and standards moving; for, although American publishers of the present day have forgotten it, the soundest prosperity is built up on the steady sale of books that have already paid the first expenses of plates and advertising. Since the underseller came in, this art of promoting steady sales has been forgotten. He can not keep a stock, and he prevents others from keeping one. He has no interest in the promotion of profitable book-buying, because he does not cater to that market; nor is he likely to live long enough to reap the seed he might sow.

Well, the publisher's traveler goes to Boston

or San Francisco—it has actually happened in both these places—and he starts out among the trade for orders. It is in every store the same story: "We aren't selling any books at retail. B—— is doing all the business of that sort, and we can't sell at his prices and pay our bills. If you want to sell him, go to him. But we can't afford to buy of you, so long as you are selling to him." And they speak thus in no resentment, but as actual matter of fact. They can not buy books, because they can not sell them. The traveler, if he is so foolish, goes to B——, and gets a "good big order," and reports it to head-quarters with delight. It is not half so big an order, nor is the account in the long run half so good, as if the publisher had been standing by the regular trade instead of encouraging the underseller. He has lost instead of made, and, to take the wider view, the education that comes of the diffusion of good books is thus arrested.

All this time the underseller is taking in cash, and it is the most common dodge in the world, that any business man ought to see through, for these unsound and speculative dealers to realize at a sacrifice or hypothecate stock so as to pay their first bills promptly in cash, and thus gain credit for larger operations. This credit obtained, there are more payments or part payments in cash, and thus the underseller's credit is inflated to an enormous and ridiculous extent. But the cash is nothing more than a bait to trap credit with; and by and by the concern goes up, at two cents on the dollar, or "folds up its tents like the Arab, and silently steals away."

We could cite actual instances of this sort, in this and other trades, by the score. In many cases, the underseller does not mean to be dishonest; he is simply reckless, but the result is the same. And the publisher who cheats himself with the sweet consolation, "He will hold out long enough to pay my bill, any way," is rightly bitten worst of all. The sum total is that the publisher loses most of his account, and, worse than that, he has destroyed the regular sale of his books in that town.

Nearly every prominent house in the East has taken the position that the regular trader must be encouraged, and the underseller held to strict account, as a matter of business safety. This is one of the most healthful signs of the times, both for the book trade and for the general prosperity of the country. And we believe that, if they will run over the facts we have put forward, they will have no hankering or vain regrets after undersellers' orders. They are Dead-Sea fruit; and the house which encourages them is on the wrong road, and should ask

no sympathy from its creditors when the failure of such customers brings it to ruin.

It is especially gratifying in this connection, to recur to the labors of the Princeton missionary. Mr. McGinnis has shown us the interesting collection of letters called forth from the publishers of New-York, Philadelphia, and elsewhere, by the bid of a college underseller there. The gentleman in question was a student in Princeton College who went about among the classes as soon as a new book was announced for college use, and collected cash for copies at, say, a third off. Meanwhile Mr. McGinnis, as the leading bookseller of the place, was expected by the college authorities and the students, and also by the publishers, to lay in a stock of these books, and the students who wanted credit kindly came to him, and wanted a third off, too. If he bought at all liberally, he had plenty of stock on hand for next year! Now, we don't believe in any definition of bookseller that shall keep one man out and another in—a sort of "ring," but we do believe that a tried, sound member of the trade, who keeps a store and a stock, ought to have a trade discount, and "contrariwise, not." The publishers are taking this common-sense view, and are limiting the college agent to 20 off, and then with the provision that he shall sell at retail prices. Mr. McGinnis shows strong letters to this effect from the Harpers, Appletons, Lipincotts, Sheldon, etc.

THE Detroit Board of Education has addressed a circular letter to the publishers of books used in its schools, asking for their best discounts on such books, which it is proposed to sell at cost to scholars, and threatening, unless liberal terms are made, to adopt books of other publishers, or to join with other cities in getting up copyright series of their own. This last is an idle threat, for as the school-book publishers make only ten per cent net on the books they manufacture and sell, school-boards, without the stimulus of risk and the needful experience, would find it a losing business should they go into the outside speculation of manufacturing books. But the publishers who are "in" do fear underbidding from the "outs," and are in a quandary whether they can afford to support the local trade. The panic with which some houses were stricken by the action of the Chicago Board is, in other words, bearing its natural fruits, as we predicted, and the West is quick to catch the notion that the book trade, and particularly the publishers, are a set of swindlers, who must be outwitted by any

game that can be played against them. Detroit, with its 80,000 inhabitants, is the eighteenth city of the Union; taking out the three largest cities which use "mixed" lists, it is the fifteenth city in importance to the individual educational publishers. It has a school population say of 15,000, and must spend some \$25,000 per year in books. Naturally, a publisher does not like to loosen his hold on such a market, and the exceptions of the Board of Trade do not restrict him except beyond forty per cent, although such a discount he knows to be against the interests of the local trade, of the reform, and ultimately of himself and the public. Now, the "outs" can gain nothing by breaking, for the "ins" will of course meet their terms, and it will only be worse for them when another city tries bluff. Some members of the trade who believe practically in reform are proposing to put over the matter until the meeting of the Board of Trade next week. Meanwhile, the Detroit trade are to meet the Board of Education in the endeavor to show them that their policy takes them outside their true field as much as though they ran a coal-mine to get cheap coal; is a fight against taxpayers of their own city, throwing the business to others; and finally, thwarts a branch of their very work of education by doing away with the bookstores. If these Boards of Education will simply make up their minds to choose what books are best for the regular price, and buy on that principle, a legitimate competition will tend to reduce regular prices wherever they are extravagant, but the insistence on discounts has the inevitable result of forcing up nominal prices to cover nominal discounts. Meanwhile, we trust the publishers will show that reform is not merely a sentiment with them, and that they are far-sighted enough to run risks to-day for the sake of healthful business in the future, and to this purpose put the matter by till the Board of Trade meeting, and then do their best to show the public what their position means, and to stand by the local trade, —which is alike a benefit to them and to the public.

THE suggestion of a teacher, in our correspondence column, that there should be some one place where all educational publications might be exhibited, so that teachers might make choice intelligently, is an excellent one, and we trust to welcome the day when publishers will have such reliance upon the merits of their books that they will be willing to stand upon those merits. There is no danger but that various features of excellence will commend themselves respectively to varying wants,

so that patronage would still be fairly distributed. The suggestion would be covered by the plan of the Booksellers' Exchange, should that ever grow to be what is hoped, and we throw out the hint now that it will be wise for publishers to prepare handsome full sets of their publications of all sorts for exhibition at the Centennial, and afterwards place them permanently on exhibition at such an exchange in New-York.

WE hear rumors of a contemplated "parcel sale" after the Fair. We sincerely trust that there will be no revival of the old trade-sale evils, on however small a scale, by any such device as this. It does well enough to get rid of old stock, but no publisher will be wise, or scarcely fair to the trade, in contributing fresh books. Otherwise, what with indefinite fairs and unexpected sales, no dealer will know when to buy or put any faith at all in "best discounts," and the book trade will be in that delightful perturbation of spirits in which the commercial community revels while Congress debates the ups and downs of the tariff.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

An Excellent Suggestion.

[WE are indebted to the courtesy of the editor of *The Nation* for the following letter, as more suited to our columns.—ED.]

NEWARK, N. J., Sept. 17, 1875.

DEAR SIR: Will you kindly allow me to draw the attention of publishers of school text-books, through your paper, to a great want felt by teachers about the time when schools resume their work? Suppose a teacher needs a new book for the use of his classes, how is he to decide what particular publication to adopt? He is overrun with circulars and catalogues from publishers throughout the country. The general educational catalogues contain the names of scores and even hundreds of books on the same subject, but he can not buy a specimen copy of each with the view of making a choice. It is true that booksellers allow teachers 50 or 33½ per cent discount for the examination of a book with a view to introduction, but even this privilege does not allow us to examine more than a fraction of the number of books we would like to see. The remedy is very simple, and would result in great benefit both to publishers and teachers. Let the former unite and fit up a

good-sized room in New-York City, and in other centres if it should be found advisable, and deposit there copies of all their educational works. It would be worth a teacher's while to make even a long journey for the privilege of examining such works as have come to his notice. The advantages of such a plan would be very great on both sides, and I sincerely hope that some energetic house will take it in hand.

Very respectfully, REL HAB.

An Editor on the Main Question.

OFFICE OF THE HUNTINGDON JOURNAL, }
HUNTINGDON, PA., Sept. 16, 1875. }

To the Editor of the *Publishers' Weekly*.

DEAR SIR: I desire to express my approbation of the sentiments expressed in the article in a recent number of the *WEEKLY*, in relation to "Discounts to Ministers." Every intelligent and right-thinking man and woman should and will encourage the book trade. I hold that every good book bought and read in a community, adds to the intelligence and power of that community, and the bookstore where books are sold is a blessing to the community. Now, every thing that hinders any one from buying a book should be avoided. I am quite free to say that the discrimination pointed out acts with terrible force against the sale of books to the very class that should be encouraged to buy—the laborer, the mechanic, the servant-girls, and all that class of persons who receive from one fourth to nine tenths less for their labor than the classes in favor of whom the discrimination is made. These parties, knowing that the well-paid men and women can buy their books for much less than they can, refuse to buy at all, and thus suffer harm. All books should be reduced in price by the publishers, and no discounts allowed, save to booksellers and dealers. The great public demands this, and the book trade must and should languish until it is done. Ministers and teachers as a class are better paid than those to whom they minister, and there is no reason why the Niagara Convention should have indorsed these special discounts.

Yours truly, A. B. BRUMBAUGH.

P. S.—I desire to add, that I greatly prize the *PUBLISHERS' WEEKLY*, and do not see how any one interested in books could get along without it.

Underselling at Colleges.

"A RETAIL BOOKSELLER," of Georgia, expresses satisfaction with the Philadelphia agreement, and thinks the next step is to protect booksellers who do a legitimate business against those who do not. "My trade is largely derived from the University of Georgia. I am expected, at the opening of each term, and at other times during the year, to order the textbooks used in the regular course of study. It is quite out of the question, especially at the opening of a new university year, to determine how many copies of each particular book to order, and I am compelled to take the risk of ordering too many or too few, or the classes may be larger or smaller than usual. I have heretofore been able to cover this risk by getting publishers' retail prices from the students, but within the last twelve months the young

men have been clubbing together and ordering their books and stationery from a neighboring city, getting a discount of twenty and sometimes twenty-five per cent from the publishers' retail prices, and stationery at wholesale prices, and the goods delivered free of cost. Is this right?"

[Our correspondent suggests a retailers' association through the country, and that trade discounts should be permitted only to its members. This remedy is not only impracticable, but opposed to right principles. We want no close corporations or "rings" of any sort. Our friend will find in the plan of the A. B. T. A. a remedy of like effect, based simply on sound business principles, without regard to membership or non-membership, and we believe the difficulty is being worked out satisfactorily, though gradually, on this basis.—ED.]

BOOKS RECEIVED.

PLAYS AND PLAYERS, by Laurence Hutton. (Hurd & Houghton.) Mr. Hutton is the "Young Veteran" of the New-York *Evening Mail*, to which journal many of the reminiscences in this volume were contributed. He is one of the younger men, and his "memory" seems an instance of reversed second-sight, so long before he was born can he remember. But he has a marvelous collection of old play-bills, which are as the apple of his eye, and his rich stores have all contributed to make up this pleasant collection of anecdotes, personal descriptions, reminiscences of first nights and other "occasions," famous casts, and the like odds and ends from the green-room. The book is entertaining, is handsomely gotten up, and must be added to the collection of every dramatic bibliomaniac. 8vo, cloth, \$3.

IMPRESSIONS OF LONDON SOCIAL LIFE, with other Papers suggested by an English Residence. By E. S. Nadal. (Scribner, Armstrong & Co.) Mr. Nadal, who is the son of Rev. Dr. Nadal, was an assistant-secretary of our legation in London, and on his return became a journalist. Many of the charming editorials for which *Heath and Home* became noted were from his pen, and for nearly two years he has been the literary editor of the *Evening Post*. This book is one of the most pleasant and most suggestive that an American has written about the mother country. It does not deal with political problems, but with every-day life, which is quite as important, and it presents a frank, common-sense view of things, with that childlike simplicity and ingenuousness which is the height of art, and with a clever humor delicious in its *naïveté*. Mr. Nadal describes English club-life, presentations to the queen, and other social features, and then turns about to tell how our own institutions looked to his Anglicized eyes when he came back, and in especial how grateful we should be for that peculiarly American blessing, the evening call. 12mo, cloth, \$1.50.

DOINGS OF THE BODLEY FAMILY IN TOWN AND COUNTRY. (Hurd & Houghton.) Mr. Scudder, the author of "Dream Children" and several other very successful juveniles, is the author of the present volume. We think it destined to be the favorite holiday juvenile of the year; as it is the most charming combina-

tion of stories and pictures that can be imagined. The text alone, or the illustrations alone, would make the success almost of a work—the two together, as here, realize the very ideal of a child's book. The story is a delightfully simple one, the doings of Nathan, Phippie, and Lucy being refreshingly childish and laughable and real. The poems introduced into the text are unique—"The Little Red Hen," and "The Battle of Bumble-Bug," etc., with their dainty little figures, showing real genius both on the part of the author and artist. The binding of the book is very novel, being the regular cloth binding, covered back and front in gray paper, on which is printed a childish design. The style of the binding is an imitation of the board covers of the German story book. The inside lining leaves present the most original feature, being covered with comical silhouette figures. The volume contains in all seventy-seven illustrations, a great number of them being full-page pictures, of bold and taking designs. Taking into consideration the price of the book, it is certainly as lovely and attractive and desirable a volume for children as has been issued in a long time. Sq. 4to, cloth, \$2.

LIBRARY NOTES, by A. P. Russell. (Hurd & Houghton.) Thirteen essays on different topics, such as "Insufficiency," "Extremes," "Disguises," "Rewards," "Limits," "Mutations," "Paradoxes," etc. They are a perfect compendium of anecdote, the very gleanings of the library, as they fairly bubble over with the wise, witty, or clever sayings of the great men in literature, both dead and living. 12mo, cloth, \$2.

OUR WASTED RESOURCES, by William Hargreaves, M.D. (Nat. Temp. Soc.) One of the best arguments in favor of temperance and total abstinence we have seen. It gives facts and figures showing that the millions which are yearly spent on liquor are just that much less given to the encouragement of commerce, to home happiness and comforts, and to education. 12mo, cloth, \$1.25.

THE EPWORTH SINGERS, by the Rev. S. W. Christophers. (A. D. F. Randolph & Co.) Biographies of the Wesleys and other poets of Methodism. The sketches are vigorous and striking, interspersed with numerous poems and hymns, and present almost every Methodist rhymester of any note at all. 12mo, cloth, \$3.

IN THE HOLY LAND, by the Rev. Andrew Thomson. (A. D. F. Randolph & Co.) Though the route gone over in this work is the same many travelers have described before, the writer seems to have seen more than most travelers, his observations display such a keen insight into customs and ways which throw a new light upon the word of God. The volume is illustrated and very handsomely gotten up. 12mo, cloth, \$2.

THE TESTIMONY OF THE ROCKS, by Hugh Miller. (Robert Carter & Brothers.) A new edition of a well-known work. The above firm have added all of Hugh Miller's works to their list, and are now the sole publishers. 12mo, cloth, \$1.50.

ALPINE LYRICS, a selection from the poems of Meta Heusser-Schweizer. (A. D. F. Randolph & Co.) 18mo, cloth, 90 cents. **THE KING**

IN HIS BEAUTY, by Florence C. Armstrong, (Randolph & Co.) 18mo, cloth, 75 cents. Two little gilt-edged, daintily gotten-up volumes of poems. Mostly of a religious character.

CLAYTON'S RANGERS. (J. B. Lippincott & Co.) This story is better known by its sub-title, "The Quaker Partisans." Under this name it has won considerable reputation as a powerful story of the American revolution. 12mo, cloth, \$1.50.

GRANDPAPA'S HOME; THE BIRTHDAY PRESENT; FIVE HAPPY WEEKS. (American Tract Society.) These are three pretty little books for children. They are gotten up in the brightest manner, with colored illustrations and showy covers. The first is 75 cents, and the others, each, 50 cents.

ROYAL SONGS, by J. W. Sufferin and W. W. Bentley. (American Tract Society.) A new compilation for the use of families and Sunday-schools. Boards, 35 cents.

THE FAMILY CHRISTIAN ALMANAC FOR 1876. (American Tract Society.) A very nicely illustrated pamphlet, containing valuable scientific and useful information, and adapted for use throughout the country. Paper, 10 cents.

Personal Mention.

WHILE Mr. C. E. Hopkins will in the future be identified with the interests of the Powers Paper Company, of Springfield, and will look after their business in the Middle, Southern, and Pacific States, he will still continue his connection with Lee, Shepard & Dillingham, and look after orders for them in whatever section he may travel. This will be good news to the trade, who would greatly regret the severance of a connection which has seemed a matter of course. Mr. Hopkins is one of the most popular travelers on the road, and in this respect, as well as in vigor and enterprise, he thoroughly represents the house with which his name has been so closely associated. We may congratulate the Powers Paper Company that it also is to secure his services.

MR. ROBERT TURNER, formerly American manager of the house of Cassell, Petter & Galpin, will return to his old post this fall, in place of Mr. Charles Geard. Mr. Turner is expected about October 6th.

MR. JAMES W. MACKAY, well known to the trade, has established a commission business at No. 1 Ann street. He purposes to sell libraries and small parcels of books on commission.

MR. HENRY HOLT has returned to town from his summering in Vermont.

"It's an ill wind that blows no one any good." Mr. Lee, Mr. Shepard, and Mr. Dillingham have at least found out how many friends they have; the press has been profuse of hearty sympathy, letters have poured in by the hundred, and the respective right hands of these gentlemen must have suffered sadly.

MR. S. S. CONANT, managing editor of *Harper's Weekly*, and known to the trade both as an author and by his connection with Messrs. Harper & Bros., arrived from Europe last week, in the Bolivia, after a pleasant passage.

STATIONERY NOTES.

MESSRS. H. DE SILVER & CO., 1229 Chestnut street, Philadelphia, have recently issued a new Centennial medal charm, commemorative of the coming Centennial of American Independence. The medal is an entirely new design, bearing the Ark of Covenant, and a *fac-simile* of the Liberty Bell of "1776." Significant as a memento of our country's history, emblematic of the covenant entered into by the thirteen original States, allegorical of the nation's progress for a hundred years. The charm may be had in three styles—silver, gold, and the two combined, at \$15, \$18, and \$21 per gross.

MESSRS. HENRY LEVY & SON, No. 122 Duane street, New-York, have put upon the market a full line of new fancy goods, all of their own importation. They offer leather goods in all varieties of calendars, dressing-cases, music-rolls, etc., etc., at from \$16.50 to \$86 per dozen. Glove and handkerchief boxes can be had at all prices, and as low as \$30 per dozen. These boxes contain glove-stretchers which are retained from falling out by a new device, together with glove-buttoners, and are made with gusset bottoms to accommodate a dozen pairs of gloves or handkerchiefs. They are made up in imitation russias and russias, and in canvas with bronze and nickel-plated trimmings, and with glass tops. Other styles are made especially for long gloves, and are lined with white silk, or with satin velvet, in eight different colors of choice shades. The bronze trimmings on some of these goods are elegant, and specially worthy of remark. A fine assortment of jewel-cases is shown in all styles, from \$1.50 to \$40. In miscellaneous articles Messrs. Levy show a large variety, at all prices. A new article in their stock is a smoker's table, which contains a place for tobacco, cigars, matches, ashes, pipe, etc., in a very compact form. Such an article is almost indispensable to a smoker, as it can be moved readily to any part of the room, and supply all the desired convenience. The tables cost from \$3.50 to \$7.50 each. An extensive line of dressing-cases, bronze ornaments, albums, work-boxes, inkstands, desks, etc., etc., will be found at prices to suit all tastes.

BUSINESS CHANGES.

HARLEM, N. Y.—Mr. Isaac Barnett has been succeeded by C. C. Thompson, books, music, and stationery, at 2352 Third avenue, between 127th, and 128th streets.

OSWEGO, N. Y.—Mr. E. J. Gibson has sold his book, stationery, and music store to George H. Hees. Two years ago Mr. H. sold out and went into the wholesale lumber business. He now returns to the business he followed so successfully for fifteen years.

NEW-YORK.—W. C. Wemyss has removed his business to 708 Broadway, where he will keep a full stock of books, stationery, and newspapers.

MUSKEGON, MICH.—Bolza & Reynolds, booksellers, stationers, and newsdealers, have been succeeded by Fred. L. Reynolds.

WHEELING, W. VA.—The firm of Stanton Brothers has been dissolved, Mr. J. D. Stanton retiring. Frank Stanton and John R. Daven-

port have formed a partnership under the firm name of Stanton & Davenport, and will continue the book and stationery business at 44 Twelfth street, under the "Old City Bookstore" title.

NEW-YORK.—John A. Porcher, formerly with the American News Company, has purchased the interest of A. S. Jones in the firm of Tarbox & Co., stationery and blank-book manufacturers, 36 and 38 Beekman street, New-York City. The new firm will be known as Tarbox & Porcher.

LITERARY AND TRADE NEWS.

A VERY ingenious device has been invented by Dr. J. M. Toner, of Washington, for the better finding of small places upon the map. Every one knows how bewildering it is to one unacquainted with the topography of a great State like Pennsylvania, say, or Ohio, to undertake to find a certain county. Dr. Toner has met this difficulty by the invention of a system of points, perfectly intelligible at a glance, and capable of being applied to any list of town or county names. The system has been introduced into the United States Official Postal Guide, published by Hurd & Houghton, and will appear in the October number, adding to the excellencies of a work already well known for its accuracy and fullness of information.

MR. W. F. GILL purposes a holiday book for this year similar to "Lotos Leaves"—to be made up of contributions from Boston writers, and to be called "Laurel Leaves."

ROBERTS BROTHERS, writes Mrs. Moulton to the *Tribune*, are making ready a gift-book which promises to be one of the most tempting issues of the year. It is entitled "The Shepherd Lady," is by Jean Ingelow, and will be beautifully illustrated. The poems it contains are in no published volume of Miss Ingelow's poems, though many of them were included in "Mop-sa," a fairy tale almost unknown, yet deserving by its grace a wide recognition. It also contains "At One Again," from the October issue of *Harper's Magazine*. One of the poems, a sonnet on "Failures," has been pronounced by competent critics, the poetess herself among them, as good a piece of work as the author has ever done. The illustrations will be something exquisite. Four of them were made by Arthur Hughes, of London, under the supervision of Miss Ingelow. Of the others I will speak hereafter, but "The Shepherd Lady" is to make her appearance most daintily clad.

MESSRS. J. M. STODDART & Co., of Philadelphia, having issued the first volume of their reprint of the *Encyclopædia Britannica*, promise the second shortly. They are doing the work in very good shape. They propose to meet the copyright difficulty by "introducing some new articles in order more perfectly to adapt the work to the want of American readers. If the success of the enterprise warrants it, a supplementary volume will be issued, which will treat with particular fullness, from an American point of view, of subjects of special interest to people on this side of the Atlantic."

DODD & MEAD have sent out during the week nearly 20,000 volumes of the books published Saturday—a good showing for a house of its years and size!

MOXON, London, announces a complete library edition, called the Centenary edition, of the "Life, Letters, and Writings" of Charles Lamb, including Talfourd's memoir, many unpublished letters and newly identified pieces, to be edited by Percy Fitzgerald, and issued in six monthly volumes; also the complete edition of the prose works of Wordsworth, with a hitherto unpublished poem along with the dedication.

THE *Athenaeum* states that George Eliot is writing a new novel, and that it is *not* on American life.

HEPWORTH DIXON's new volume, on America in 1875, just announced in London, will bear the title, "White Conquest."

THE *Tribune* recently contained a curious advertisement from a European gentleman, unnamed, now in this country, who "gave notice to all thinkers interested in spiritual existence, or occult science, that having spent forty years in the practical and theoretical study of art magic," he proposed "to share the fruit of his labors with a few interested and worthy students" by publishing a five-dollar subscription volume, 500 copies only, which is not to be sold by any bookseller (alas! alas!) or submitted to any professional critic. Mrs. E. W. Britten, 206 W. Thirty-eighth street, will receive subscribers to this remarkable volume, whose title will be "Art Magic; or, Mundane, Super-mundane, and Sub-mundane Spiritism," and it will be "the only publication in existence which will give an authentic and practical description of art magic, natural magic, modern spiritism, the different orders of spirits in the universe known to be related to, or in communication with, man, together with directions for invoking, consulting, and discharging spirits." That really makes us shiver.

It is understood that Mr. James E. Murdock's recollections of the American stage are to be published by a Philadelphia house this fall.

THE Moody and Sankey movement calls out still more books. Henry Hoyt announces two by the Rev. P. C. Headley. One is a sketch of "Evangelists in the Church, from Philip of Samaria, A.D. 35, to Moody and Sankey, A.D. 1875," in a large 12mo, with photographic and other portraits. The other is devoted especially to lay evangelism in America, especially in connection with the Young Men's Christian Association.

THE American Tract Society show a new style of illustration and binding in a recent series. Little French chromo-prints, four or five to the volume, are mounted on gilt-bordered paper, and on the outside, in place of the usual medallion, the head or figure is cut out from the blank paper and pasted directly on the cloth.

It is said that Miss Alcott has made \$60,000 from her books.

A CHART of general literature, from the earliest times, embracing a complete outline of English literature, with the prominent writers of other nations, also a chart of ancient literature, by E. J. Trimble, instructor of literature in Swarthmore College, has been issued by J. M. Stoddard & Co., Philadelphia, and is commended highly. It is published both in map and book form.

PROF. NICHOL, who wrote the article on American literature in the new *Encyclopedia Britannica*, is to publish a work on the English language and literature.

GEORGE CARY EGGLESTON has written a new book, "The Big Brother," which George P. Putnam's Sons will publish. It is not a biography of his brother Edward, but a story of the Indian wars in Alabama, for the young people.

"THE 'Big Bonanza' of the literary world" is about to appear from the press of the American Publishing Company, Hartford, in a complete edition of Mark Twain's sketches. "The Jumping Frog" and all the favorites will be there, and the book and its illustrations will be in better shape than is usual with subscription volumes. The prospectus assures the reader that Mark's "most extravagant tales have an application and a moral." Mark must have written that prospectus himself.

THE promised book on Iceland, by Prof. Samuel Kneeland, Secretary of the Massachusetts Institute of Technology, will bear the title of "An American in Iceland." The book will deal with the scenery, people, and history of the island, describe the millennial celebration, and include notes on the Orkney, Shetland, and Faroe Islands. Iceland is making itself known on this side of the pond; this is at least the third volume on the subject this year.

DR. A. C. HAMLIN, who wrote "The Tourmaline," has prepared another little volume on "The Diamond," which D. Appleton & Co. will publish. It treats of the natural history of the stone, the theories of its origin, its places, properties, the methods of testing, etc., with some account of famous diamonds.

COLLECTORS of local history will note the promise of the "History of the First Church of Springfield, Mass.," by Judge Henry Morris, from Whitney & Adams, of the "Old Corner Bookstore," in that place. Portraits and other illustrations will make it especially interesting.

A "HISTORY of Ancient and Modern Philosophy," for the use of the general reader and the college student, has been prepared by Prof. Joseph Haven, D.D., late of Chicago University, and will be published during the fall by Sheldon & Co.

WE are told that we did injustice to Mr. Kimball, of J. B. Lippincott & Co., in our report of the trade dinner, in saying that he "made some remarks antagonistic to the reform." It is late in the day that we receive this correction, but it is never too late to do justice. Mr. Kimball was understood by us, and we think by most of those present, to say that he saw no reason why libraries should be restricted as to discounts; what he did say, we now learn, was that he saw no reason why public libraries should be restricted in discount while school boards were allowed such discounts that the trade could not compete—a remark of a different color. We are glad to set the matter right.

PROFESSOR ROOD, of Columbia College, will contribute the next American volume to the International Scientific Series. It will be a work on "Chromatics," scientific and practical, containing much that respects color, which, it is said, will be of value to artists.

THE Appletons will publish during the fall several new volumes of the little History and Literature Primers, which, small as they are, have commanded the best workmanship of several leading writers. E. A. Freeman will write the one on Europe; J. R. Green, the general editor, that on England; Miss Yonge on France; the Rev. Stopford Brooke that on English Literature; the Rev. Dr. Farrar that on Latin Literature, and R. C. Gibb that on Greek Literature.

HON. GEORGE W. MCCRARY, M.C., late chairman of the Committee of Elections of the House of Representatives, has prepared a treatise of 500 pages on the American Law of Elections. It will be published this fall by Ogden, of Keokuk, and Myers, of Chicago.

AMONG the latest individual ventures in the way of advertising circulars in the book trade are two little periodicals—*The Book-Shelf*, of Mr. F. B. Patterson, and *The Lantern*, of Mr. Kilbourne Tompkins. Their purpose is to give extracts from, and otherwise advertise, the publications of their enterprising young publishers, rather than to furnish, as does the *Literary News*, lists and notes concerning the new stock of the general bookstore; but the *Book-Shelf* shows its appreciation of the *News* by copying as its leader, and honestly crediting, the editorial on "Systematic Book-Buying." Both of these publications are cleverly edited and tastefully printed, and they are very creditable to their publishers.

MR. AUGUST AUERBACH, in pursuance of his aim of making a specialty of American literature in publishing, announces from Stuttgart a German translation of Professor Adams' "Democracy and Monarchy in France."

SEVERAL new volumes of personal anecdote are announced for publication this fall in England. Among them are a memoir of the artist, Haydon, by his son, and Mr. Paul's promised life of William Godwin. The first is illustrated by portraits of many of the *literati* of the past generation, and both are full of reminiscences and letters of the same—Lamb, Keats, Coleridge, Shelley, etc., etc. To these may be added a memoir of Miss Caroline Herschel, sister and assistant of the great astronomer, prepared by the wife of Captain Herschel, his grandson.

ANOTHER volume to be issued this fall by A. D. F. Randolph & Co. is a work on "The Puritans and Queen Elizabeth," by Samuel Hopkins, dealing with the Church, Court, and Parliament of England, from the reign of Edward VI. to the death of the Queen. Ex-President Mark Hopkins prefaces it with an introductory note.

REV. DR. FARRAR, author of "The Life of Christ," is preparing "Studies on the Dawn of Christianity." He is now in Italy, at work.

THE rector of the Glasgow Normal School, Mr. Leitch, has prepared a book on "Eminent Educationists and their Various Systems of Education."

THE latest rumor about George Eliot's forthcoming novel is, that it will illustrate American life!

A NEW edition of early English poets is to be edited by Mr. A. B. Grosart, for publication in London. "The Complete Works of Giles Fletcher," now in press, will be followed by those of Sir John Davies and Sir Philip Sidney.

R. A. PROCTOR's first book this year will be on "Our Place in the Universe," with essays on astrology, and on the Sabbath of the Jews.

G. W. CARLETON & Co. are at work at their hardest on Miss Evans' "Infelice," which is approaching completion; they will issue also a large edition of May Agnes Fleming's new novel, "Norine's Revenge," which is said to be of the most absorbing character. Her books have had a remarkable sale.

MESSRS. A. WILLIAMS & Co., Boston, by special arrangement with the city government, will publish, in a limited edition of 200 copies, a memorial of the Centennial Celebration at Bunker Hill. Besides the description of the celebration, which will form the body of the book, an appendix will contain "a survey of the literature of Bunker Hill, with its antecedents and results." The book will be an octavo, illustrated with ten heliotype plates, at \$2.

TENNYSON's revision of "Queen Mary" relates to the character of Archbishop Cranmer, which he is enlarging at the suggestion of Mr. Henry Irving.

SEVERAL interesting art books are promised by English publishers. Among them is to be a splendid edition of Canova's works, sculptures and models, in India tint, with a description of the engravings, by Countess Albrizzi, and a memoir by Signor Cicognara. Another, uniform with the memoirs of Gilray, is to be "Life and Times of Thomas Rowlandson," with a history of his caricatures, among which will be remembered "Dr. Syntax's Tour," "The Dance of Life" and "The Dance of Death," and a key to them.

MR. J. B. LIPPINCOTT, the Philadelphia publisher, is about to open a branch house in London, England, where he is now staying, and will shortly issue a publication which will appear simultaneously in that country and in the United States.—*Tribune*.

The Lee & Shepard Affairs.

(By telegraph to Associated Press.)

BOSTON, Sept. 30.—The committee appointed by the creditors of Messrs. Lee & Shepard reported to-day. The total assets of the firm were announced as \$153,206.93; direct liabilities, \$489,740.84; contingent liabilities, \$135,537; gross liabilities, \$625,277.84; net liabilities—that is, deducting the contingent liabilities which will probably not fall upon the firm—\$578,230.84. Lee & Shepard make a proposition to pay twenty cents on the dollar, secured by notes on short terms, without interest. The committee report that the disaster to the house was caused by an excess of business expenses, the deterioration of stereotype plates, and the loan of credit. Several of the creditors wished security for the notes, and were willing to take fifteen cents cash. Messrs. Hurd & Houghton proposed that an assignment be made in order to realize cash. The meeting was postponed for two weeks in order to give the firm time to make a new proposition.

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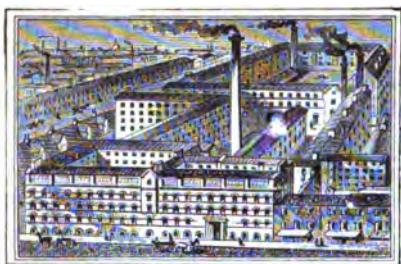
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Welch, E. J. C. (193), *Designing Valve Gearing*, \$2.50. *Spon.*
Wentworth, E. (192), *Fellowship with the Sufferings of Christ*, pap., 20 c. *Nelson & P.*
Whitney, S. W. (192), *Engl. Grammar*, 45 c. *Schmerhorn.*
Winslow, M. E. (191), *Barford Mills*, \$1. *Nat. Temp. Soc.*
Wonders (193) of the *Physical World*, \$1.50. *Nelson & Sons.*
Wood (193) *Violet Series*, 4 v., \$3. *Nelson & Sons.*
Wright, T. (190), *The Celt, Roman, and Saxon*, 3d ed., \$1. *Lippincott.*
Youmans, E. L. (192), *Class-Book of Chemistry*, new ed., \$1.75. *Appleton.*
Zoology. See Morse, E. S.; Tenney, S.

The Fairs.

THE supplementary Book Fair promises to be successful beyond the anticipation of the trade generally. We must confess that we did not look with great favor upon a Fair following so closely upon the first, although it was construed to be supplementary to it, and we did not, nor do we now believe, that its success or failure would do much to further test the usefulness or popularity of the Fair system. It is never wise to introduce into a season unexpected elements which may derange the course of trade, and as at the time of the first Fair fall plans had been laid without contemplating a second, it was even unjust to a certain class of buyers that such a sale should be held. Next year, it is to be hoped, it will be decided by the committee, on its own motion, early in the year, how many Fairs are to be held, and when; and then this programme should stand. Meanwhile, the trade have taken hold of this supplementary Fair finely, and with the exception of two or three leading houses, nearly all the publishers will offer their lists, while buyers promise to flock from the West to lay in holiday stock. Some houses are holding back goods for first offering at the Fair, and there are other manifestations of active belief in it. In other columns we present a brief summary of the features to which publishers desire to call the especial attention of the trade, and our advertising pages furnish lists of the new books. Let us advise all who are coming to the Fair as buyers to look carefully over their stock, particularly as regards standards, and decide before they come to the Fair, with the assistance of the data given in this number, how much stock and of what sort they need to buy. The better conditions of doing business consequent on the reform movement give them more security than they used to have for laying in standard as well as novel stock; yet in the present condition of business it is better on all sides that they should buy wisely rather than largely. The trade is still afflicted, though to less extent, with the feverish desire to make

large sales, sometimes at the expense of safety, but it is better for every interest concerned that bills should be paid rather than books bought. We trust to see at the Fair good but careful buying, and a disposition on the part of sellers to place goods wisely rather than to push buyers to make purchases beyond their judgment, or to scatter goods indiscriminately.

A Stationers' Fair is to be held simultaneously, as has been announced, under the management of Mr. Andrew Geyer. Although sales were not so large in this branch at the July fair, yet it was generally conceded that it gave a very valuable opportunity to show goods with a view to future sales, and paid even if no goods were directly sold. The book and stationery interests are so thoroughly identified, so far as retailers are concerned, that the two fairs should be held at the same place, for buyers will of course centre chiefly at the Book Fair. The two are, however, not far apart, and when there is a strong Stationers' Association to hold a fair by authority, these questions may be decided by it. The fairs of either trade should never become an individual speculation, else their whole aims will be perverted.

THE many friends of Lee & Shepard will regret to learn that a settlement was not effected at the meeting of last week. The result of the statement and of the committee's report upon it, and of Mr. Houghton's unexpected proposition, has been to create a wide diversity of opinion through the trade as to all the questions at issue. The feeling seems to be general, however, that if the firm is not to be allowed to go on under reasonably favorable prospects, a regular settlement in bankruptcy would be more just and proper than any course which might seem like speculating on misfortune. It would be most unwise, in any event, to throw their stock peremptorily on the market; and we believe that, with prudence and economy, the stock would be best managed by the house itself.

THE trade ought not to forget that representation at the Centennial is both a duty of patriotism and a good stroke of policy. We have serious fears that the representation of the book interest will not be what it should, unless something more is done than there is at present promise of. The days of grace close next Friday. Every trade organization that meets before that time ought to lend a hand in spurring up the trade, and, if individual publishers are behind-hand, we advise that space should be applied for by the organizations, to be afterwards allotted to publishers. Should there be a failure at the Centennial, much of the blame must rest upon the directorship, from which it has been almost impossible to obtain any satisfaction, except by printed circulars which did not answer the questions asked. There is general complaint of ill-organization at Philadelphia. But blame must also fall upon the interests themselves. It is the simplest thing in the world to ask for space—see elsewhere—and we trust no publisher will fail to put in an appearance.

THE *Athenæum* for September 25th has the following monstrous paragraph :

"The recent failure of several large American publishing houses, culminating in the failure of the houses of Lee & Shepard, Boston, and Lee, Shepard & Dillingham, New-York—the latter for about \$500,000—is said to have caused the downfall of no less than twenty-seven smaller houses in New-York, Washington, Philadelphia, and Boston! It is well known that the Beecher-Tilton trial has ruined several firms 'who speculated in sermon-stock,' according to Transatlantic phrase."

Where under the heavens this information came from we can not imagine. It is, of course, entirely false, and we trust English journals will contradict the story at once. No failure, to our knowledge, has followed that of the Lee & Shepard house, and the only other recent failure at all worthy of note is that of J. B. Ford & Co. The latter part of the paragraph doubtless refers to them, but is even then deliciously and supremely absurd.

A LIBRARIAN puts a fair question elsewhere : why the price of books should be practically raised (by the twenty per cent rule) on a falling general market. The prices should be raised to some extent because books have not afforded a living to those who dealt in them, and whom the community did not pay fairly for the service done. On the other hand, advertised prices, raised to meet discounts, are in some instances too high, and a temporary injustice is done in those cases by the reform. This evil will soon begin to right itself, however, by competition on advertised prices, and then we rust " Librarian" and other right-minded people will be satisfied.

SINCE our last, one publisher has followed another in offering the Detroit Board of Education square forty off. While we regret what seems to us a mistake in the long run, it should be said that no agreement is violated, the exceptions providing for this very case. But of course the Detroit retailers, now that the Board will retail at cost, can not keep these books in stock, to sell at a price which is really below the cost to them, and must, because of losing this business, keep less general stock. The Granger question, presented elsewhere, demands the immediate attention of the Board of Trade.

MR. LOVERING was arrested last week in Boston, for alleged violation of the gift enterprise law, and was admitted to bail in \$2000. Meanwhile, sales are still large, although it is now claimed that they are chiefly of books bought at trade sales years ago, at 10 to 15 cents a piece, and that it is the public who are paying dear for their reckoning.

THE genial poet-publisher-president " rises to explain" in another column, and we do him the favor of asking the trade's particular attention to his request, and of seconding his motion, namely, that it shall never speak well of him again.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in " Letters to the Editor."

A Plea for Life.

WATERBURY, CT., Sept. 28, 1875.

To the Editor of the Publishers' Weekly.

DEAR SIR: Quite recently I have noticed, without reading the pros and cons, something in regard to the injustice of one person holding more than one public office. The teacher whose letter appears in your columns, September 25th, advocates the holding by one person of several offices or following various professions at one and the same time, namely: a teacher and a bookseller. He is, however, not singular in this practice. The teachers (the principal teachers) in this community are also booksellers; hence, as your teacher says, "no bookstore here could be supported that would avail us." The teachers, with the aid of the publishers, have about starved out the country bookseller.

It seems to me that the position of a princi-

pal, rector, or superintendent of a great school should be satisfied with that position without invading the domain of the local bookseller who is taxed for the support of said school. We are taxed to support schools; then school-teachers (with the aid, as aforesaid, of the publishers) take away the "means whereby we live," and "leave us poor indeed." No business, in country towns at least, is so ruthlessly invaded as the bookseller and stationer. Teachers, grocers, dry-goods men, and fancy-store keepers all "go" for us. The grocers sell ink, paper, slates and pencils, etc. The dry-goods men and fancy-store keepers sell portfolios, writing-desks, papeteries, pocket-books, memorandums and diaries, etc., especially during the Christmas holidays, thus spoiling the stationery trade at harvest time.

For one, though paying more than my proportion of school taxes (the "more" paid voluntarily), I have long since ceased to "kick against the pricks."

This teacher of yours manifests the spirit of Cæsar as drawn by Cassius, and we poor booksellers become

"——Petty men,
Walk under his huge legs, and peep about
To find ourselves dishonorable graves."

W. PATTON.

A Question of the Times.

October 1, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: There is one view of the recent action of the book trade which, if taken by yourself or any correspondent, has escaped my notice. It is briefly this: What is there in the business and financial condition of the country to justify an advance of twenty-five per cent upon any marketable commodity? Any retail buyer of books could get off twenty, and libraries and other favored buyers thirty per cent. The incomes of all classes of the community, and especially of the reading class, have suffered serious diminution within the past two years, and will illy bear the additional tax.

As a mechanical production, does a book cost any more now than it has done at any time within the past twelve years?

No one should complain of a uniform scale of discounts, or even of any of the provisions of your agreement, but the general public may and will condemn what, in the present aspect, seems to be a combination to advance prices.

If the publishers would take a lower line of retail prices, they could quiet the complaints, and still gain their end—uniformity.

Yours respectfully, LIBRARIAN.

The Boston Lottery.

JACKSON, MISS., September 30, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: Reading "The Boston Lottery" in PUBLISHERS' WEEKLY of September 11th, and "A Teacher's Argument" in that of September 25th, wherein the statement appears that the Boston man retails books at \$1, the advertised prices of which are from \$.50 to \$.3, and wherein the teacher man claims to have bought school-books from — firm at half price and less, tempts me to ask you to "rise and explain"

why it is the "ways are so dark" of our publishers' discounts.

If — firm could sell at half price and less, and make a profit, I agree with the Delaware man that now to ask retail price is a "stupid conspiracy," not on the teacher, but on the whole community.

If the Boston man can sell \$2 and \$3 books at \$1 retail, that are "new and fresh" (and I take it that the people in Boston are tolerably posted in regard to that, so that even the lottery man can not impose on them at their "own selection"), then I want to know what discount the enterprising Bostonian gets from the publishers. I would like to see his catalogue classified according to publishers of the United States, to see what firm had \$2 and \$3 books to sell at less than 75 cents; we could thereby approximately fasten on every publisher whether he indulges in what I would call the most abominable of underselling, going through a gamut of discounts to 80 per cent.

You say Mr. Lottery could not have bought them at the big underselling shop—the trade sale. How, under present arrangement, can "he count in with his stock the contents of the publishers' and jobbers' shops in Boston, from which he expects to buy as he sells"?

Do not call on Boston law to stop that which the trade in Boston can stop by inquiry as to parties concerned in the matter. What one man can do, another can find out how it was done, and let the balance into the secret, if such it should be.

Yours very respectfully,

GEORGE C. EYRICH.

[It is claimed by many that the Boston lottery is doing good service to the trade, by getting rid of old stock on an innocent public, those who claim this alleging that very little fresh stock is on the shelves. We do not see how good can be done in either alternative. Whether the advertisements of such dealers be true, and new books are being slaughtered at the expense of the publishers, or whether they be false, and the public is being fooled with poor stock, the dollar-store or lottery principle is bad all around, and we certainly believe that it is to the interest of publishers and public to do what they can against such dealing.—ED.]

Grangers and School-Books.

MINNEAPOLIS, MINN., Sept. 30, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: Inclosed find circular of the Patrons of Husbandry of this county, offering to sell school-books (mostly those of one house) at 30 per cent discount throughout the year. Does such a transaction come under Exception 3 of A. B. T. A., viz., "School Boards and State Normal Schools created by law and authorized to purchase books or supplies from public funds"? If publishers come to our doors to compete with us, why should small dealers agree to sell at not less than retail rates, except to ministers, teachers, etc., for their own use?

Respectfully yours,

BOOKSELLER.

The Patrons of Husbandry have issued the following circular to the school patrons of Hennepin County:

REDUCED RATES.

The undersigned, a committee appointed by the Patrons of Husbandry of Hennepin County, would respectfully represent to all patrons of the public schools of said county

that they have made arrangements by which, with the co-operation of the school-boards and the people, *complete uniformity* of school-books may be secured for the county at greatly *reduced rates*, not only for the first introduction, but also for continuous supply.

This reduction or saving is about 30 per cent of the retail price.

The list of books selected, and which we most heartily recommend for adoption by the several school-boards, is to a large extent the same as that in use in the public schools of the city of Minneapolis.

The books recommended we believe to be superior in quality, general style, illustrations, and typography to any heretofore used in our schools, while the prices are very much less, even at full retail rates; but an arrangement has been made through which a reduction in the price of future supplies may inure to each and every purchaser.

Upon the opposite page accompanying this will be found a list of the books, with prices annexed, to which your attention is directed. This list shows not only the introductory prices, but the prices established for continuous supply after introduction; also the retail prices. Sixty days from the time the first supply is ordered by the school-board is allowed each district in which to complete the introduction at the introductory prices named.

ECONOMICAL AND PRUDENT.

We earnestly and confidently commend these books, and the whole arrangement, to all the friends and patrons of our schools as the most economical and prudent one ever offered them, and we would most respectfully urge each and every board of trustees in the county to take immediate action and adopt the list recommended. By a united action we shall secure a uniform series throughout the county, and save hundreds of dollars in the purchase of school-books, and at the same time realize all the advantages gained by the new and improved methods.

AGENTS.

We have appointed and duly authorized Messrs. Mooers & Plummer, dealers of Minneapolis, as agents to receive and distribute the books, and they have agreed to act for us in handling these books.

To secure the advantages of this arrangement all orders for first introduction should be sent to Messrs. Mooers & Plummer, and all purchases for future supplies made of them.

Respectfully,

E. R. PERKINS,
C. H. CLARKE,
W. H. H. TAYLOR, } *Committee.*
JAS. A. BULL,
C. W. INGERSON,

Trade Queries.

—, Sept. 27, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: 1st. Is it in accordance with the rules of the Publishers' Board of Trade for publishers to sell books to teachers, and other buyers of the same class, at a discount of 20 per cent, and pay freight on the same?

2d. Is a professor in a college, who pays a *bookseller's license*, and buys books to supply the students, and sells to them at a small advance on cost, a *regular bookseller*, and entitled to a bookseller's discount?

3d. Has a local bookseller the right, under the rules governing the Board of Trade, to give a discount of 25 per cent to schools, and if not, how can it be prevented?

The above queries are for information. The writer believes the first to be a clear violation of the rules by the *Publishers' Board of Trade*. The second either an imposition practiced on the publishers, or a neat little trick of evasion on part of both buyer and seller. The third a clear violation of the rules by the local bookseller.

Taken as a whole, all these little arrangements are in operation, and *names and places can be given*.

BOOKSELLER.

[1. The Publishers' Board of Trade rules permit actual cost of freight, boxing, and cartage to be prepaid or deducted, in the case of introductory sales, if so agreed at time of making in-

troductions (By-law iv.). On other sales, no allowance for freight, etc., in addition to the 40 per cent discount, is permitted (By-law xiii.). It is to be presumed that the latter prohibition holds also as to the 20 per cent rule (By-law xxxi.), but there is no definite expression on the subject in that by-law. It would probably have to be decided by the Arbitration Committee.

2. We presume he would be limited, were the facts known, to 20 per cent. 3. Clearly not; the exceptions of Board of Trade are for publishers only, and this is a violation of the A. B. T. A. 20 per cent rule. The Arbitration Committee of the latter should be applied to.—ED.]

TRADE DECISIONS.

ARBITRATION COMMITTEE, A. B. T. A.

[OFFICIAL.]

Decisions 1, 2, 3, Aug. 19, 1874. } See PUB. WEEKLY,
Decision 4, Aug. 24, 1874. } No. 138,
Sept. 5, 1874.

October 1, 1875.

Decision 5.—Freight Allowances. The payment of freight on goods for libraries, in addition to twenty per cent discount, is not permissible under the rule, being equivalent to an extra discount beyond the limit agreed upon.

By order of the Committee,

N. R. MONACHESI, *Secretary.*

TRADE MEETINGS.

Providence, R. I.

PROVIDENCE, R. I., Oct. 1, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: After the organization of the New-England Booksellers' Association at Boston, the Providence booksellers felt it was time for action, and also that it must be *prompt and decisive*, for the schools were soon to open, and if a reform was to be made there could be no delay.

Accordingly, a preliminary meeting or two were held, resulting in the formation of the "Providence Booksellers' Association," with D. Perrin as President, and A. J. Goodenough as Secretary.

The opening of the schools led to especial action in regard to school-books, and resolutions were adopted to meet the difficulty of underselling, which has been the rule here for years—school-books retailing here at wholesale prices, and teachers having 10 per cent discount from the wholesale lists. The resolutions provide a partial remedy; still we have not yet attained to the *full* retail prices (as our Western brethren have done), except in a part of the lists; which point is not stated in the resolutions, but which is put into practical effect in every place where it can be done.

The association has had its difficulties, and at times so serious did they seem that it was doubtful whether it would not be disbanded, or at least suffer from some members withdrawing. But no such calamity has yet befallen us, and we most sincerely hope it never will occur. The good resulting from this effort is estimated not only by dollars and cents (this part increased at least 10 per cent), but especially in the better

feeling manifested among the trade, each understanding his neighbors better, and feeling more trust in his "brother in the trade."

We felt we were especially near to the New-England Association, having appointed our president (Mr. Daniel Perrin) from among the vice-presidents of that association, and our Mr. Rider being on the Arbitration Committee appointed in Boston, and Mr. Tibbitts being also on the Finance Committee of the N. E. A. Therefore we felt that our responsibility was not small, and that we must act in unison with the other organizations, especially the parent association. We have given Mr. Rider, as "arbitrator," considerable work, but we trust he will have but little need in future of his office, as far as disputes are concerned.

We have endeavored to get all of the trade in and around Providence to unite with us, and they have joined us with few exceptions. We were confronted early in our action with the position of schools, seminaries, and the larger private "institutions of learning," who have always demanded and obtained the lowest wholesale discounts. Opinion was divided, but we passed a resolution that we understood the platform of N. E. A., and other associations, to interpret the law to be, that they were privileged to have only 20 per cent from the full retail prices. Our "arbitrator" ruled this way, the Boston trade confirmed it, and we have acted accordingly—thus placing them on the footing of *teachers*, and not *tradesmen* and *merchants*.

The trial so far has been so much beyond our expectations, that we feel very much encouraged and gratified.

Yours truly,

A. J. GOODENOUGH,

Sec. P. B. Association.

[With this we have the printed resolutions of the Providence trade, limiting discounts to 10 per cent off retail prices to scholars, 20 off to teachers, and 10 off "wholesale or jobbing list" as a *maximum* to any wholesale customer. If teachers sell below scholar's price, they forfeit teacher's discount. The trade have also printed scholar's and teacher's lists on the above basis, which they circulate freely.—ED.]

The Lee & Shepard Meeting.

THE adjourned meeting of creditors of Lee & Shepard was held in Boston, Thursday morning, Mr. H. O. Houghton in the chair, and Mr. Johnson, of Rand & Avery, acting as secretary. The committee, consisting of Messrs. Fairchild, Osgood, Avery, Sheldon, and Flemming, had been very hard at work, and in examining the books of the firm had employed an expert, who pronounced the accounts perfectly correct. It held a meeting previously to that of the creditors, and on inquiry from the committee it was found that the house was willing to undertake to pay 20 cents on time and go on. Mr. Fairchild reported for the committee, estimating the assets of the firm at \$153,206.93, of which, in round numbers, \$60,000 was stock in store, \$13,000 sheets at binders, \$5,000 paper, \$40,000 stereotype plates, and \$30,000 accounts payable reckoned good. The direct liabilities were \$489,740.84; contingent liabilities, \$135,537; gross liabilities, \$625,277.84; net liabilities, that is, deducting contingent liabilities which will probably not fall upon the firm,

\$578,230.84. The firm was willing to pay 20 cents on the dollar, in notes at 6, 12, 18, and 24 months, without interest. The committee reported the cause of the disaster to the house as consisting in excess of business expenses, deterioration of stereotype plates, and loan of credit. They found no evidence of dishonesty on the part of the firm, but that, on the contrary, Messrs. Lee & Shepard are very correct in their business habits.

This report was accepted, and a general debate evinced a disposition to accept the terms proposed. The question being raised whether the firm could give security for the notes, Mr. Sheldon, Mr. Kendall, and others, expressed the opinion that the firm could fulfill their proposition, and that it would be better to trust to this than to throw the house into bankruptcy. Mr. Carpenter, representing the Eliot National Bank, stated that the bank was entirely willing to accept the proposition made by Lee & Shepard. Mr. Osgood said he was disposed to look at the matter a little more carefully. He thought the firm sincere in their offer, but he was not disposed to accept the notes without security. He felt that the firm had been doing business at an enormous excess of expenses, including interest, over their business income. Yielding to none in feelings of kindness to Messrs. Lee & Shepard, he said he would prefer to have the matter settled by some method which would mean cash.

Mr. Lee stated that the firm had made their proposition with a full consideration of what the future may contain, and fully determined to maintain the proposition. He believed that they would be able to do what they proposed, and they would certainly try.

Mr. Houghton, having called Mr. Kendall to the chair, took the floor, and after eulogizing the members of the house personally, said that he felt that a smaller dividend in cash would be better. He submitted to the house that it would be better for them to start anew untrammelled. He therefore offered to take the assets at \$80,000 cash, obtaining a title of equal validity with that of an assignee in bankruptcy, but without putting the firm into bankruptcy. This would give creditors nearly 15 cents on the dollar.

Mr. Houghton's proposition brought Mr. Lee to his feet, who declared that this would be equivalent to wiping out the house. Mr. Sheldon said it was too much like speculating on a corpse, and others spoke in similar vein. Mr. Osgood said that while he had no desire to wipe out Lee & Shepard, nor to allow any person to speculate in the assets of the firm, he certainly had a strong desire to obtain fifteen cents, cash, on the dollar, if that is to be obtained. He thought the firm would be better off in the future without their present property than with it.

Mr. Lee said that the proposition took the firm quite by surprise, and he asked an adjournment of the meeting for, say, a fortnight, subject to the call of Lee & Shepard, in order that the firm might have time to see what they could do in regard to making a new proposition. Such a motion was carried, Mr. Houghton meanwhile explaining the proposition of his house, and declaring their desire to see Lee & Shepard continue in the book trade. He stated his willingness to accept fifteen cents cash on the dollar.

An Open Letter to Henry C. Lea.

[We are requested by the subscribing firms to give space to the letter herewith.—ED.]

CLEVELAND, O., September 21, 1875.

HENRY C. LEA:

DEAR SIR: We are sorry to trouble you with another letter, but we must. One man in Cleveland, a canvassing agent, who keeps no store and keeps no stock, persists in underselling, and selling at rates that will not pay a living profit in the united wisdom of the trade. We have exhausted moral suasion, and he will not yield, and we call at head-quarters for the protection to which honest dealers are entitled from book-publishers. You say he does not buy of you, and you can not control him. We must decidedly differ with you. He did undersell Appleton's books, and D. Appleton & Co. told him to stop, or they would cut him off. He tried to buy, and did buy outside, but we reported him still underselling, and D. Appleton & Co. said to New-York jobbers, "Cut off this man, or we cut you off." The result is he undersells Appleton's books no more. All honor to the firm for their backbone, and for their full protection to fair dealers. They stand well with the trade, and their books show the result in increased sales.

You say you can not control him on your books; most emphatically *you can*. What Appletons have done, Henry C. Lea can do, and can do more easily than they could do it. But few houses, comparatively, handle your books. You can say to them very easily, "You must refuse to *supply undersellers, or I will refuse to supply you.*" That will end the trouble.

You are the only publisher of any importance, to our knowledge, who holds back from this just measure. The book trade of the country waits for you. You are now the only man who blocks the whole reform movement, and the book trade is looking to see if you will give them the backing that ought to be given, and that other publishers have willingly given.

We telegraphed to-day to a New-York house to see if they kept the 10 per cent rule—one of the largest handlers of medical books in New-York. They reply, "We do not—Mr. Lea will not support us." Our underselling competitor would stop at once if New-York underselling did—he tells us so to-day. But they can not stop, because you supply a man or firm that knowingly, willfully, and notoriously undersells—makes a business of chopping off the just profits of his neighbors.

We repeat, you are the man, the *only man*, who stands in the way to-day of a just reform in a branch of the book trade, and the trade is looking to you to see if you will do the fair and just thing by them, which you can so easily do.

Regretting the necessity of writing this, we are yours truly,

INGHAM, CLARKE & CO.
COBB, ANDREWS & CO.

The Centennial Exhibition.

THE Centennial Committee of the A. B. T. A., which met in Philadelphia, October 15th, Mr. John A. Black presiding, and Mr. H. T. Coates acting as secretary, call attention to the fact that applications for space in the Exhibition must be filed at the office of the Director-

General by October 15th. Only a simple statement of intention to exhibit is required, with measurement of space desired, and blanks for this purpose will be forwarded immediately on application to "Director-General, International Exhibition, Philadelphia." These applications are then filed in order, and in the course of a few weeks the applicant receives an allotment of space.

Books, periodicals, etc., come in the "Department of Science and Education," Class 306, under the following schedule:

"Class 306.—School and text-books: Dictionaries, encyclopædias, gazetteers, directories, index volumes, bibliographies, catalogues, almanacs, special treatises, general and miscellaneous literature, newspapers, technical and special newspapers and journals, illustrated papers, periodical literature."

In respect to this class, a committee, headed by Gen. John Eaton, of the National Bureau of Education, makes the following suggestions, which will apply to general literature as well as to educational:

"There will necessarily be considerable duplication in this division. In the first place, it is desirable to have several complete sets of text-books actually prescribed and used in the unclassified country schools, and the different grades of classified public schools, from different foreign nations, and from different parts of our own country, as well as in representative institutions for secondary, collegiate, professional, and special schools, in their ordinary binding. Then from publishers, collective sets of their text-book publications, of whatever description or grade, and finally, sets from authors of their respective productions. Samples of the most complete sets of books of reference provided for elementary schools, and in actual use; also the same in respect to secondary schools. Accompanying statements of the prices of text-books.

"Catalogues of books of reference in higher and professional schools, with collections of books. Cases should be sent of suitable size, and shelving to contain them. The cases should be neat, but without ornament, with glazed doors; they should be of uniform height for convenience and comeliness of installation, the requisite diversity of capacity being secured by varying the width, according to the bulk of the books to be contained, or by multiplying the number of cases. The cases should be exactly *four* feet high, or exactly *two* feet high, with no bottom or top ornament except simple mouldings, and these must not extend beyond the above designated dimensions. The depth of the cases may conform to the sizes of the books to be contained. They should be of dark-colored wood, or stained to resemble such."

We have obtained a list of those who have so far applied for space from the book and kindred interests, hoping that the fewness of names may spur up those who have not done so to make application immediately. The name of Dreyer, Simpson & Co., corner Tenth and Chestnut streets, Philadelphia, is sent us as agents who take charge of all sorts of business connected with the exhibition, with whom Mr. George Remsen co-operates as an expert in books, stationery, paper, etc. No intervention is, however, necessary to secure space. A failure of full representation at the Exhibition

would be a disgrace to the trade, and we trust we may have the contrary to report.

LIST OF APPLICANTS.

PHILADELPHIA.

J. B. Lippincott & Co.
Porter & Coates.
Claxton, Remsen & Haffelfinger.
A. J. Holman & Co.
S. D. Burlock & Co.
J. H. Butler & Co.
J. E. Potter & Co.
H. C. Baird & Co.
Am. S. S. Union.
Sower, Potts & Co.
Gebbie & Barrie.
T. & J. W. Johnson & Co.

T. E. Zell.
D. B. Waggener & Co.
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J. L. Smith, maps.
Lloyd Map Co.
Girard College.
Altemus & Co.
Louis Dreka.
Moss & Co.
William Man & Co.
Mason & Co.
Janetzky & Co., artists' materials.

NEW-YORK.

D. Appleton & Co.
A. S. Barnes & Co.
E. Steiger.
Orange Judd Company.
Iverson, Blakeman, Taylor & Co.
A. J. Graham.
William Wood & Co.
Nat. Temperance Soc.
A. J. Bicknell & Co.
Sheldon & Co.
Am. Bible Soc.
Potter, Ainsworth & Co.
H. S. Allen.
Thomas Kelly.
Johnson & Sons.
N. Y. Silicate Book Slate Co.
G. W. McGill.
Rose Lewis & Co.
Root, Anthony & Co.
Mabie, Todd & Co.
Am. Lead Pencil Co.
W. F. Murphy & Sons.
John Foley.

Dennison & Co., Philadelphia and New-York.
Leroy Fairchild, gold pens.
E. Faber.
E. S. Johnson, gold pens.
N. Muller's Sons, bronzes, etc.
George F. Hawkes, gold pens.
Brower Bros., slates.
Aiken, Lambert & Co., gold pens.
Koch's Sons, slates.
Porter & Bainbridge.
W. Braumlich & Co., gold pens.
Nat. School Furniture Co.
L. & C. Dejonge, fancy paper.
Jessup & Moore, paper.
F. McDermott, globes.
W. H. Hoskins.
Joseph Schoedler.

BOSTON.

Alex. Moore.
L. Prang & Co.
G. & C. Merriam, Springfield, Mass.
Owen Paper Co., Housatonic, Mass.
H. B. Nims & Co., Troy, N. Y.
G. W. Plummer & Co., Newark, N. J.
Newark Crayon Co., Newark, N. J.
Wilson, Hinkle & Co., Cincinnati, O.
T. & C. Phillips, paper manufacturers, Akron, O.
J. M. Dalzell, Caldwell, O.
Hoffman & Co., school-desks, Springfield, O.
J. A. Lowell & Co. Public Library.
Cowdery Bros., school furniture, Sandusky, O.
Sandford & Co., Cleveland, O.
A. S. Forell, desks, Des Moines, Iowa.
H. M. Hinsdell, Grand Rapids, Mich.
Walker, Evans & Cogswell, Charleston, S. C.
Jordan Bros., stationery.
Henry Whitehall, astronomical maps.
Byron Weston, paper.
Southworth Paper Co.
C. A. Dixon & Co.
S. W. Burley.

A Prefix Declined.

SOME years ago, some friend of mine—perhaps he had a MS. in preparation and might soon want a publisher—saw fit to speak of me in print as "the poet-publisher." Some other friend, wishing to do me still greater honor, added the word "genial," and a number of times since I have met the phrase in full.

And now, the PUBLISHERS' WEEKLY, "official organ of the A. B. T. A.," has got hold of the first part, and lest it should print the second, I write this note.

And why should I be called the "poet-publisher," because I sometimes write verses which none of the monthlies will publish, and which none of the newspapers that pay for such matter will take? I can get them printed, it is true, but there is no money in it. So I am not a poet. I only write verses: and if I am to have a prefix, it should be "the versifier-publisher." But why myself alone? I do not wish to carry off all the honors of the trade, and why not dub some of the other members?

There is our old friend C.—one of the noblest, truest of us all; he is a Presbyterian, and is often at the General Assembly. Why not call him "the delegate-publisher?" Then there is our cultivated, active friend S.—once connected with a leading morning journal. He might be styled "the ex-journalistic-publisher." For our Eastern friends take, for example, our enterprising G., "the elocutionist-publisher." For another, long in the trade, and who still has an interest in us all, "the ex-publisher-lecturist." For that earnest advocate of reform, L., "the early-reformer-publisher;" and for a Western representative, who better than our valued co-worker McC., "the brigadier-general-by-brevet-publisher?"

These will suffice as examples of what could be done; and it occurs to me that it might be held out as an inducement to the trade to join the Association, that a title would be conferred on the receipt of \$2, and an authorization to sign the constitution of the A. B. T. A. (The selection of titles should be intrusted to the Committee on Assemblies.)

And now let me add, that I am coming to the conclusion that it is not well for a publisher to be a writer of verses. Some years ago, my old and fast friend S., of honored memory, insisted upon publishing a volume of mine. And now, when some unknown author comes to me with a MS. of verses, as good as many that have been printed, but which I have to decline because I fear the book would not "sell," how am I embarrassed by the fact, of which he or she is cognizant, that I published a volume of my own verses, and that they are no better, if as good, than those now offered to me! I hope that all members of the trade, direct and indirect, will bear this fact in mind.

Now, my dear editor of the "official organ of the A. B. T. A.," please understand that unless all the members of the trade are to be *prefixed*, I must decline; and I am satisfied to be known as a bookseller and publisher. Is not that enough? Is there any more honorable calling? Is it not better to *publish good verses* than to *write poor ones*, and to get money by publishing than to get nothing by writing? You will agree with me, I know, a fellow-worker in the cause destined to triumph, and which is to make our calling more honorable than ever before.

R.

BUSINESS CHANGES.

NEW-YORK.—The firm of A. J. Bicknell & Co., doing business at No. 27 Warren street, New-York, is dissolved by mutual consent, Mr. Albert Cogswell retiring—Messrs. A. J. Bicknell and J. C. Hutchings assuming all liabilities and making all collections. A. J. Bicknell and J. C. Hutchings have associated themselves under the firm name of A. J. Bicknell & Co., and will continue the architectural book publishing business, at No. 27 Warren street, New-York.

JACKSON, TENN.—Mr. J. G. Cisco, late with Geo. A. Searcy & Co., of Tuscaloosa, Ala., has opened a store here as a wholesale and retail bookseller and stationer, and dealer in picture-frames, mouldings, etc. He requests the price-lists, catalogues, etc., of publishers and manufacturing stationers.

BOOKS RECEIVED.

EIGHT COUSINS; OR, THE AUNT-HILL, by Louisa M. Alcott. (Roberts Brothers.) The story of Rose and her seven boy cousins is one of Miss Alcott's happiest efforts. Though it has received eager perusal in the *St. Nicholas*, it will still find a very warm welcome from many young readers. It is a bright, natural, touching story, which even grown folks will find interesting. 16mo, cloth, \$1.50.

THE MIGHT AND MIRTH OF LITERATURE, by John Walker Vilant Macbeth. (Harper & Bros.) This volume is one of the greatest value, and offers inestimable advantages to students in language and literature, or to public speakers, such as clergymen, lawyers, etc. It is an essay on figurative language, and sets forth and illustrates the nature of figures of speech by quotations from over six hundred writers, and by a general survey of American and English writers, from the Anglo-Saxon times to the present. The author claims that the plan of his work is an entirely new one, and that no such comprehensive treatment of the subject has ever before been submitted to the public. The volume will be found as amusing as it is instructive, and can not fail to impress the reader with the great care and labor that has been expended upon it. Handsomely gotten up. 12mo, cloth, \$2.50.

HEALTH FRAGMENTS, by George H. Everett, M.D. (Charles P. Somerby.) A popular work for general reading, on the best treatment for indigestion and disease, and the preservation of health. The views are admirably clear and sound, and sufficiently imbued with good common sense to render them useful to every one. Mrs. Everett contributes some chapters on women's matters—home, children, cooking, etc., etc. Fully illustrated. 8vo, cloth, \$2.

HEALEY: A ROMANCE. (Harper & Bros.) "Healey" is a dull village in the busy manufacturing county of Lancashire, England. The story of which it is the scene is tragical enough, and sombre and depressing in the extreme, in its details. Wilfrid Healey, the principal mill-owner of the place, is its hero, although it is to his sister Katherine the novelist has devoted his or her entire strength. She is a character altogether new in fiction, and is brought before the reader with a vividness that is really wonderful. The work is full of power, and if from the pen of a novice, promises great things for the future. 8vo, paper, 50 cents.

THE NEW DON QUIXOTE, by Alphonse Daudet, translated by C. Roland. (William F. Gill & Co.) The witty history of Tartarin of Tarascon, and his wonderful adventures. Thoroughly French in style and humor. 16mo, cloth, \$1.

ELEMENTS OF ZOOLOGY, by Sanborn Tenney. (Scribner, Armstrong & Co.) As this work is intended merely as a text-book, only an outline of the animal kingdom is given, presenting thereby the elementary facts and principles of zoology. The entire arrangement of the work, and the manner in which its contents are presented to the student's attention, make it one of the most desirable text-books in the market. It is illustrated by seven hundred and fifty wood engravings. 12mo, cloth, \$2.50.

SELECT DIALOGUES OF PLATO. (Harper & Bros.) This is a new and literal version of

Plato's Dialogues, made by Mr. Henry Cary, chiefly from the text of Stallbaum. There is an introduction to each dialogue, giving a brief outline of the argument. The dialogues given are nine in number, namely, "The Apology of Socrates," "The Duty of a Citizen," "The Immortality of the Soul," "On Rhetoric," "The Sophists," "On the Beautiful," "On Science," "On Holiness," "On Friendship." 12mo, cloth, \$1.50.

THE SACHEL SERIES, VOL. I. (William F. Gill & Co.) In this series it is the intention of the publishers to include poems, short stories, essays, sketches of travel, etc., by the most prominent authors of England and America. They hope in this way to make each volume a most desirable and attractive companion to the hurried traveler. The present volume has stories by Miss Braddon, Wilkie Collins, a sketch by M. Quad, the "Detroit humorist," and a poem by Owen Meredith. It is printed on fine paper and illustrated. Paper, 50 cents.

FROM JEST TO EARNEST, by Rev. E. P. Roe. (Dodd & Mead.) A young theological student, Frank Hemstead, is about visiting his aunt at her place on the Hudson. A party of gay young people assemble there, and knowing of his coming, and not having any very reverent ideas about his calling, determine to play what they consider a good practical joke upon him. So they incite Lottie Marsden, a bright, beautiful, and witty New-York belle, to lead him on, in the assumed character of a religious, earnest young lady, to the verge of love. The jest, begun so lightly, recoils upon the young lady; the student proves himself a good, true knight, while holding to his faith and opinions, and influences Lottie in spite of herself to better and higher aims, winning her admiration and gaining her sincere respect. The book is one of the most wholesome of novels—pure, strong, and healthy to the very core. It deserves a wide sale, as it will have, no doubt, for it can be put into the hands of the most youthful reader, with a certainty of giving pleasure, and leaving a beneficial effect behind it. 12mo, cloth, \$1.75.

HESTER HOWARD'S TEMPTATION, by Mrs. C. A. Warfield. (T. B. Peterson & Bro.) The "temptation" which assails Hester Howard is a love which she dares not accept, for conscience' sake. The history of her trials is written with considerable vigor and cleverness. The authoress' old intensity is not lacking here, and will find her many new admirers. 12mo, cloth, \$1.75.

ELSIE'S WOMANHOOD, by Martha F. Farquharson. (Dodd & Mead.) In the pages of the above story will be found the sequel to "Elsie's Girlhood." It carries the reader through the changes of Elsie's married life, and her losses and sufferings through our late war; some vivid scenes of which are given, with a description of the Andersonville prison horror. 12mo, cloth, \$1.50.

THE ODD ONE, by A. M. Mitchell Payne. (Robert Carter & Bros.) The story of a young girl, whom neglect and want of sympathy had rendered sullen, cross, and selfish. A good influence which comes into her life, softens and chastens her, and makes her the central figure of her family, to whom all look for help and support. An instructive and interesting story for a young girl. 16mo, cloth, \$1.25.

COULYNG CASTLE, by Agnes Giberne. (Robert Carter & Bros.) A story of the rising of the Lollards in Henry Fifth's time. Sir John Oldcastle (Lord Cobham) is the actual hero of the story, the real history of his life forming the groundwork of it. It is throughout strictly historical, giving a very truthful picture of life and manners in the olden time. 12mo, cloth, \$1.50.

RUDIMENTS OF GERMAN ETYMOLOGY, by Henry Klein. (Martin Taylor.) This is only intended as a supplement, in the hands of a good teacher, to the current class-books. It contains all the rules concerning German etymology, given in the most concise and forcible way, so that the most youthful beginners may benefit by them. 8vo, boards, 60 cents.

FORTY YEARS IN THE TURKISH EMPIRE; or, *Memoirs of Rev. William Goodell*, by his son-in-law, E. D. G. Prime, D.D. (Robert Carter & Bros.) Rev. William Goodell was the pioneer of the noble band of American missionaries who have done so much toward evangelizing the Turkish empire. He lived and labored in Constantinople during the whole period of the movement known as the "Protestant Reformation in Turkey," preaching the gospel there daily, and carrying it up and down the Bosphorus into the suburbs, to the poor, degraded, and ignorant. The record of his life therefore is a history of the movement; this record, as taken from his journal and letters, mark him as a man of remarkable spiritual excellence, and of an almost childlike simplicity of character. 12mo, cloth, \$2.50.

DAILY THOUGHTS, by Rev. T. De Witt Talmage, edited by Rev. J. V. D. Shurts. (Dodd & Mead.) Selections made from the works of Mr. Talmage, for daily reading. Some of his best thoughts will be found here, appropriately arranged for the different periods of the year. 12mo, cloth, \$2.

THE MIND AND WORDS OF JESUS, by the Rev. J. R. Macduff. (Robert Carter & Bros.) An elegantly gotten up devotional work. It includes, besides these reflections upon the perfections of Jesus Christ, "The Faithful Promiser," and "Morning and Night Watches," by the same author. 16mo, cloth, gilt edges, \$1.50.

BRIC-A-BRAC SERIES:—PERSONAL RECOLLECTIONS OF LAMB, HAZLITT, AND OTHERS, edited by Richard Henry Stoddard. (Scribner, Armstrong & Co.) The "others" of this good company are the Countess of Blessington and Thomas Campbell. There is not a line given of any one of them, which will not be perused with the most intense delight. The reminiscences of Charles Lamb and his ill-fated sister, will be read with a tender interest by the friends of poor, gentle, punning "Elia." The recollections of Hazlitt are not so personal in their nature, relating chiefly to his literary life and efforts; such as they are, however, they add materially to the value of the work and to the pleasure of the reader. This volume will rank with the very best of the series—it being, from the first page to the last, most delightful reading. Sq. 12mo, cloth, \$1.50.

ROUNABOUT RAMBLES, by Frank R. Stockton. (Scribner, Armstrong & Co.) The boys and girls will find a little of every thing in this volume—fact and fiction combined in a very ractive manner. There are stories and anec-

dotes, descriptions of famous places, of animals, the habits of insects, accounts of balloons, of remarkable gymnasts, of mummies, of ship-building—so much indeed is there, and of such a various nature, that it is utterly impossible to do justice to the contents. We can only advise all lovers of children to get the book, as it is certainly one of the most desirable out, in point of interest and get-up. It contains innumerable illustrations. Sq. 12mo, cloth, \$2.

BUFFETS, by Charles H. Doe. (James R. Osgood & Co.) The quaint title of this novel suggests a pet or a slang name for a man, or a horse, or a dog, or indeed any thing but the very commonplace idea it does represent, the well-known and familiar "buffets" of fortune all young men are constantly experiencing. The story is an American one, full of what the author considers representative New-Yorkers, young fellows whose talk never rises above drinks, dinners, and smoke. It is brightly and cleverly written, with some most humorous scenes; it does not go very deeply into the depths, or up upon the heights, of passion or sentiment, but is nevertheless a fairly good novel, and worth reading. 8vo, paper, 75 cents.

RHYMES AND JINGLES, by Mary Mapes Dodge. (Scribner, Armstrong & Co.) The very popular authoress of "Hans Brinker" presents the little ones with a most attractive volume of her various "rhymes and jingles" which have appeared in *St. Nicholas*. They will stand the test of frequent reading, and offer an inexhaustible fund of amusement. The volume is finely gotten up, and is full of illustrations. Sq. 12mo, cloth, \$1.50.

SPLENDID TIMES, by Margaret E. Sangster. (American Tract Society.) A pretty story of the splendid times the Van Winkle children had. It tells of their neighbors and cousins, their pets and friends, and of their plays and romps. The book is tastefully gotten up, and has some lovely illustrations. 4to, cloth, \$1.

HISTORY OF THE REFORMATION IN EUROPE, by D'Aubigné; translated by William L. B. Cates. (Robert Carter & Bros.) This volume, made up from manuscripts left by the author, is volume sixth of the second series, and gives a history of the Reformation in the time of Calvin, in Scotland, Switzerland, and Geneva. 12mo, cloth, \$2.50.

TEXT-BOOK OF CHURCH HISTORY, by Dr. John Henry Kurtz. (Smith, English & Co.) Attention is called to this, as a new revised edition of the work, with considerable additions from the seventh German edition. 12mo, cloth, \$3.

CARING FOR NO MAN, by Linn Boyd Porter. (William F. Gill & Co.) A very good moral may be eliminated from this story, though the scenes through which the reader must go to arrive at it are not of the most instructive or elevating nature. The characters of the story are American, and the scene is laid in New-York. It attempts to illustrate how far a man may dare live out his own theories, "caring for no man." 8vo, paper, 75 cents.

TREATISE ON POLITICS AS A SCIENCE, by Charles Reemelin. (Robert Clarke & Co.) The author does not attempt in this treatise to set forth any new theory of government. The book represents his mature thoughts on a profound subject, noted down through many years

of research and study. It is designed to guide and instruct the rising political man, and offers all sides of the science to his inspection in a very fresh and concise way. The work, though not especially American, is written for Americans. 8vo, cloth, \$1.50.

HANDBOOK OF SCRIPTURE GEOGRAPHY, by Andrew Thomson. (G. P. Putnam's Sons) A number of maps and plans, both geographical and historical, with questions and answers on each, comprise the contents of this little work. Teachers will find it an exceedingly useful work, the matter being so clear as to be very easy to impart to pupils. 16mo, cloth, 75 cents.

FOUR THOUSAND MILES OF AFRICAN TRAVEL, by Alvan S. Southworth. (Baker, Pratt & Co.) Mr. Southworth's route lay chiefly up the Nile, and through the Soudan country, to the confines of Central Africa. The principal object of his journey was an examination into the sources of the Nile, and an exposition of the cruel wrongs slavery visits upon the poor degraded African. This work is an important addition to African travel; it shows great discrimination and intelligence on the part of the writer, and gives considerable information and new matter in a very interesting way. The volume is quite a handsome one, well printed and fully illustrated. 8vo, cloth, \$3.50.

STATIONERY NOTES.

It is conceded on all hands that the trade in stationery is at present dull. There is but little business doing, but what is done is safe. The orders coming in are small, but the money is sure, and there are no prospective losses. Since the disasters of 1873, the trade has pursued a very conservative course, short credits have been adhered to as the rule, and in many instances where there was at all a doubt relative to the standing of the purchaser, credit was refused. Trade, however, was expected to revive much more rapidly than it has, and the manufacturers felt comparatively independent. The jobbers and retailers since then have not done the amount of business that was expected, and, as a consequence, they find themselves, at the opening of this season, short of money. Long credits are therefore asked, but only in a few instances have been extended. Most dealers are asking time, nearly double what they have been receiving, and if the demand is granted, it is easy to predict that the substantial basis upon which trade now rests will be undermined, and those who ask the longest credits will be those who in the near future will regret them most. It would be better, at the present time, to buy only such stock as can be paid for on short time, rather than to carry a heavy stock on long time, and run the risk of selling only half of it. A prominent manufacturer remarked, only a day or two ago, that those who asked long credits seriously injured what credit they had, and if the dealers could properly appreciate their best interests, they would only purchase such goods as they could readily pay for. Though the trade is now limited, it is safe, and it would be well to keep it so until all danger is past.

There is at present a dearth of new goods upon the market, but among the few that are

may be mentioned the Centennial autograph album issued by Willy Wallach. This article is handsomely gotten up, both in respect to binding and paper, and as a starting-point it contains on the first pages a *fac-simile* of the Declaration of Independence, together with the autographs of the signers. The album can be had in three styles of binding—cloth, imitation and Turkey morocco, at \$15, \$18, and \$21 and \$30 per dozen respectively.

Mr. Willy Wallach has also put upon the market a new style of paper, designated as the "Quaker Drab." It is a heavy handsome paper and can be had in all sizes, both wove and laid. It is intended for social correspondence, invitations, weddings, etc. The color is very delicate.

The James St. John Stationery Company has recently issued a new ruled blank-book for business purposes, to be known as the Merchants' Daily Record. The object of the book is to enable the merchant in an easy way to see the drift of his own business, and if it is properly kept will show at a glance all the details of the previous day's transactions. It is probably the only system of blanks ever issued that will show at a glance each day the entire amount either owing or owed. The Record is handsomely gotten up with good paper and a secure binding, and has a capacity for four years' use. It costs five dollars.

Messrs. Porter & Bainbridge have issued their Centennial paper in regular legal cap style, for the use of lawyers.

LITERARY AND TRADE NEWS.

Two books of importance in the defense of orthodox Christianity are announced by G. P. Putnam's Sons for issue late in the season—a "Philosophy of Religion," by President John Bascom, of the University of Wisconsin, author of several well-known books on kindred subjects, and "Faith and Modern Thought," by Professor R. B. Welch, of Union College, a new-comer in the field.

Mr. J. G. Cisco, late with Geo. A. Searcy & Co., Tuscaloosa, Ala., writes us from his new store at Jackson, Tenn., under date of October 1st: "I have just opened to-day, but can't run a bookstore without the WEEKLY." So sensible a dealer ought to succeed, and we know that publishers will be glad to send him, as he requests, catalogues, price-lists, etc.

PORTER & COATES are actively at work on their great Centennial work, "The American Centenary," by Benson J. Lossing, which they desire to make the "book of books" of the Centennial. It will be embellished with nearly one hundred engravings on steel, illustrating, of course, only such subjects as will be of interest to all Americans. The next volume in their series of novels will be a tale with the suggestive title "A Losing Game," by Mrs. Bloomfield H. Moore.

J. H. COATES & Co. have in press, by arrangement, "Lectures Delivered in America in 1874," by the late Canon Kingsley, which will soon appear in England. The lectures are in one 12mo volume, edited by Mrs. Kingsley, and dedicated "to Cyrus Field, J. A. C. Gray, and all those valued American friends who welcomed my husband to their country, and

through whose generous kindness he was enabled, in the last year of his life, to realize the dreams of his youth, by the sight, not only of the Eastern States and cities, but of the far West, the Rocky Mountains, and the Yosemite Valley."

"THE Home Cook-Book," of the gorgeous cover of which a cut appears elsewhere, is meeting with great success, a seventh thousand being now ready. It contains a thousand recipes from practiced housekeepers, who authenticate them by signing their names; and it has also unique features, such as an estimate of the proper allowance for entertainments, of very great value.

"A QUAKER among the Indians," which embraces a plea for the Red Man in an account of the author's three years' life among various tribes, is announced by Lee & Shepard.

THE forthcoming posthumous writings of Hans Christian Andersen will contain, the *Athenæum* understands, several unpublished verses sent to him by Mrs. Browning, Leigh Hunt, Wordsworth, and others. The number of private letters from the leading literary men of England which Hans Andersen received during the last fifteen years of his life is said to be extraordinary, and the most interesting of these will also be published.

MR. HENRY FROWDE, an English publisher, has issued the "Smallest Bible in the World." It measures $4\frac{1}{2}$ by $2\frac{1}{2}$ inches, and is half an inch thick. It weighs, bound in limp morocco, less than three and a half ounces, and thus can be sent through the (book) post for one penny. It is said to be admirably printed, on paper of "extreme thinness and opacity," but in the last quality it is said to have failed.

AN eight-volume history of Prussia, by Captain Wyatt, is announced in London, the first two volumes immediately.

A RECENT English visitor, the Earl of Dunraven, will publish a narrative of his travels in the Upper Yellowstone region, under the title of "The Great Divide."

THE British Museum employs 326 persons, a muster roll as large as that of an English cavalry regiment. They range in dignity from the principal librarian and secretary, Mr. Winter Jones, at £1200 a year, down to messenger and assistant-messenger, whose chief duty seems to be to abash the modest public, seven gatekeepers, three firemen, three ladies' attendants, twelve constables, five window cleaners, and two "newspaper boy sorters," which title, it is suggested, goes to prove that the librarian "has a collection of newspaper boys, the elements of which the said gentlemen are engaged in 'sorting.'" The Department of Printed Books has a staff of eighty-nine, at from £600 to £60 a year; the Department of MSS. employs nineteen, and the reading-room fourteen. Mr. George Smith, of Assyrian fame, receives but £215 as chief assistant in the Department of Oriental Antiquities.

CAPT. MAYNE REID, who has been seriously ill, is writing again, and is projecting, it is said, a Centennial story.

MR. SMITH has been directed by the Trustees of the British Museum to resume his excavations at Nineveh, and he expects to start for East early next month. His new book on

the "Chaldean Account of Genesis," which contains his recent discoveries, is now in the press, and will shortly be published.

A NEW volume of tales by Mrs. Katharine S. Macquoid is promised—"The Evil Eye, and other Stories."

ONE of the new photographic processes is to be made use of by Mr. Halliwell Philipps to present a reproduction, reduced to small 8vo size, of the original (1623) edition of Shakespeare.

A SUMPTUOUS holiday book in England (at a guinea and a half) will be Canova's Works, both of sculpture and modeling. There will be 150 plates engraved in outline and printed on tint, with descriptive letter-press.

MR. SMALLEY is sharply after the "new edition" plan, in a recent letter to the *Tribune*, on the English reissue of Jowett's Plato. "The translation, we are told, has been revised throughout, and the introductions considerably altered—'almost rewritten,' says one account. This is an illustration of the ingenuity of publishers in impairing the value of a first edition when they are ready to issue the second. The purchasers of the first have made the second possible, but nobody thinks they have any rights. I doubt whether the difference between Jowett's first and second translations will prove very important, but it is advertised in a way intended—or, at any rate, calculated—to persuade the unhappy owner of the first that the first will have no value at all in comparison with the second. If he be a nervous person, off he goes very likely to his bookseller, sells his own copy at a trifle, and buys the new at its old extravagant price. The second-hand bookshops are soon flooded with cheap copies of the first edition, and the sale of the second goes briskly on. If the publisher is shrewd (as he probably is, from his own point of view), he prints only a small number of the second edition, and presently announces a third; this, also, once more revised, and probably with a new preface of three lines and a half; indispensable to the man who would know Jowett's very latest change of mind about the rendering of some Greek particle or other which proves that Plato was or was not—no matter what . . . you have no remedy whatever until such time as the publishers supply themselves with an article called a conscience; not hitherto kept in stock. The author must take his share of blame. Why need he publish till his book is as complete as he knows how to make it? The world can wait."

THE largest book of the year is undoubtedly "The International Guide to British and Foreign Merchants and Manufacturers." It contains 1300 immense pages, closely printed, after the manner of a dictionary.—*Exchange*. [There are several volumes of more pages than this—The London, Canadian, and United States Business Directories, Whittaker's, and our own Trade List Annual.]

WALT WHITMAN'S "Leaves of Grass," in one of the second-hand booksellers' catalogues of London, is priced at six guineas for a first edition and two guineas for a second edition.

THE eighth edition of Max Müller's "Lectures on the Science of Language" is out in London, and a volume of "Essays on Language" is in press.

Postscript.

THE regular meeting of the Publishers' Board of Trade will be held at the Grand Central Hotel, on Wednesday, the 13th, at eleven o'clock.

WE have advices that the time for allotting space at the Philadelphia Centennial has been again extended, to the last of the month.

Stationers' Exchange.

THE second floor of the building, south-east corner of Broadway and Fourth street (size 45 x 137 feet), has been fitted up as a Stationers' Exchange for the convenience of the trade. The front of the floor for the first 27 feet is set apart as a general office; upon the right will be found the office of the manager, and on the left a committee-room, or private office for the use of members when required. The main part of this floor will be furnished with every convenience, such as desks, stationery, easy-chairs, mailing facilities, and attendance, the whole intended for the use of out-of-town members visiting the city. The Exchange will be open the year round from eight in the morning until six at night, and all members of the book, stationery, and fancy goods trades are requested to make this office their head-quarters while in this city, and have their mails directed to the care of the manager, who will see that they are distributed to the proper boxes. Back of the general office are twenty offices, fifteen feet long and about nine feet wide, which are occupied by the following well-known stationers: Liebenroth, Von Auw & Co.; E. & H. T. Anthony & Co.; J. G. Shaw Manufacturing Co.; Koch, Sons & Co.; Porter & Bainbridge; Boerum & Pease; Slote, Woodman & Co.; Kiggins, Tooker & Co.; Mabie, Todd & Co.; Andrew King & Co.; Aiken, Lambert & Co.; J. D. Emack; Samuel Raynor & Co.; American Lead Pencil Co.; Morris Rubens; R. B. Dovell's Son; Anderson & Cameron; Baker, Pratt & Co.; Robert Snider; Nicholas Muller's Sons; Dennison & Co.; Brower Brothers.

Samples of the goods sold by these houses will be on exhibition at all times, and the manager of the Exchange will show the goods, or make appointments with buyers to meet representatives of the houses direct when desired. Here also all new goods issued by the trade will be on exhibition. The great saving of time to parties buying goods in this city will be appreciated, as they can see nearly all goods offered under one roof, with an opportunity to view the novelties of the season and to get informed upon the current prices. These accommodations are offered to the out-of-town trade free. Parties having offices pay only a small yearly rent, and the expenses attending the Exchange are so small that all goods are offered at the importer's or manufacturer's lowest price.

The great body of the trade visiting New-York should lend their aid to this enterprise by really making the Exchange their head-quarters when in the city.

A fair is to be held at the new Exchange, commencing October 21st and closing October 28th. A good representation of the trade is promised.

Stationers' Board of Trade.

A NUMBER of the more prominent importers, manufacturers, and jobbers of stationery, fancy goods, and paper trades met on the 7th instant, at No. 74 Duane street, for the purpose of organizing a Stationers' Board of Trade. Mr. Willy Wallach occupied the chair. The following firms were represented: A. S. Barnes & Co.; S. Raynor & Co.; Melvin Hart & Sons; Slote, Woodman & Co.; Boerum & Pease; Andrew King & Co.; Liebenroth, Von Auw & Co.; Nich. Muller & Sons; Koch, Sons & Co.; Henry Levy; American Lead Pencil Company; George A. Olney; Porter & Bainbridge; Willy Wallach; R. Snider; Baker, Pratt & Co.; William Everdell, and J. O. Smith & Son. A resolution was adopted in favor of the necessity of such an organization, and another fixing the name of the organization as the "Stationers' Board of Trade," and declaring its objects to be the promotion of the common welfare and the advancement of the business interests of the members.

The following gentlemen were elected a Board of Directors: Willy Wallach, Benjamin Lawrence, C. T. Bainbridge, Melvin Hart, George L. Pease, Samuel Raynor, W. T. Pratt, T. V. Smith, Andrew Dougherty. These gentlemen were instructed to draw up a constitution and by-laws, and perfect a plan of organization. The meeting was adjourned subject to their call.

Features of the Fair.

WE propose in this and the succeeding issue of the PUBLISHERS' WEEKLY, both of which are published before the opening of the Fair, to point out to buyers the specialties and novelties offered by publishers, as shown in the lists sent to us. Meanwhile, we may also direct the attention of those making orders to such special sales as that of Messrs James R. Osgood & Co., of which we have before spoken, and the attractive novelties in which will be found advertised elsewhere, and to the fact that other houses, as J. B. Lippincott & Co., the American Tract Society, etc., who for various reasons will not be represented at the Fair, invite the attendance of those dealers coming this way, at their own stores.

The editor trusts that the reader will not be quite so bewildered as is he, over the long list of attractive new books that Geo. Routledge & Sons will exhibit, in addition to their already immense catalogue. Their advertising pages elsewhere schedule announcement of ninety new works or new editions, counting only independent volumes and sets, and not single volumes, which would aggregate nearer a hundred and fifty. Among them are several new Shakespeares—a fine large 8vo Boydell edition, the Clarke text, with sixty-six reproductions by the Woodbury process of selected plates from the Boydell gallery, in two volumes, at \$20; the same in one, on thinner paper, with thirty-four photographic illustrations, at \$10; a new edition edited by H. G. Bell, text with glossary and index to characters, in six neat 16mo volumes, at \$7.50, and a red-line edition, Knight's text, one volume 8vo, at \$4. Among other worthies are to be noted dear old Lamb, in the Globe Library, at \$1.75; and Walton and Cotton's "Complete Angler," with all the Picker-

ing steels, at \$3. There are several fine volumes for the holiday season, notably "The Sermon on the Mount," illuminated, at \$18; and "The Sunlight of Song," sacred songs with original music by eminent English composers, and illustrations by the brothers Dalziel, \$4. There is a new Critical Commentary on the Bible, complete in four volumes, at \$6.50. Professor Pepper and Robert Routledge have made up an interesting book on the "Discoveries and Inventions of the Nineteenth Century," full of illustrations, at \$4.50. There will be another volume of Sarah Tytler's pleasant stories, "A Garden of Women." For young lady dears there is "The Young Lady's Book," telling all about play and work, edited by the author of "A Trap to Catch a Sunbeam," with two hundred and seventy illustrations; for boys, Mr. Routledge's always welcome "Every Boy's Annual," for 1876, with a new story from Jules Verne, and a splendidly illustrated book from the French of J. Girardin, "The Adventures of Johnny Ironsides;" while for smaller people we note "Little Wide-Awake," for 1876, with a Centennial poem and a very patriotic cover, two picture books in colors, by Oscar Pletsch, and hosts of other good things, among which are brilliant and taking toy-books, in many new designs, *ad infinitum*.

The list of Scribner, Welford & Armstrong also outruns summary. The dealer who has a market for really fine books must seek this corner of the Fair among the first. Doré's "Spain" is a magnificent work, and Lacroix's "France in the 18th Century" is to be added to his brilliant series. The water-color books and "choice editions" offer beautiful volumes to more modest purses. There are several important volumes on art or of art works. "The Rose Library" is a pretty series of standard favorites, such as "Undine," at \$1.25. The Handy Volume editions of the Bible and of Shakespeare should be noted for the holiday trade, and many other editions of Shakespeare, the Waverley novels, etc., are offered by this house. They keep in full stock the Bohn libraries and other popular English series, including a very taking "Scribner" series of poets and standards, and any quantity of toy-books, Aunt Louisa's and others. A large wholesale catalogue is just ready, which will be sent to any of the trade on application, and which is a handy index to the more salable current English books, and should be in every store.

The American house, Scribner, Armstrong & Co., expect an immediate sale for Dr. Holland's new novel, "Sevenoaks," the strongest he has yet written, of at least 20,000 copies. Its photographs of current affairs and people are very striking. The "Bric-à-Brac Series" continues in favor, and is still very safe stock. The "Speaker's" and Lange's Commentaries are progressing. Mr. Gilder's remarkable poem, "The New Day," and Mr. Nadal's book on England commend themselves to readers of fine taste. The new Jules Verne book will be offered. The cheaper yet handsome editions of favorite juveniles, such as Mrs. Dodge's "Rhymes and Jingles," will have an especially wide sale this Christmas.

Macmillan & Co. will show at the Fair quite a number of new books not before offered to the trade. The new and revised edition of Jowett's Plato will then be ready, in five volumes, 8vo. There will be several superb vol-

umes for the holidays, in the style of "Holland House," Mrs. Oliphant's pleasant sketches of "The Makers of Florence," a history of "Eton College," and that remarkable book, of curious immortality, White's "Selborne." The "Correggio," with twenty Woodburytype illustrations from his pictures, will be another superb holiday book. Dilke's "Russian Power" will have especial importance in view of European politics in the immediate future, and several books of travel and histories are of considerable note. Locker has a fresh book, with many illustrations, on "The Modern Telescope." There will be a charming volume of poetry for the children, in the "Golden Treasury Series," edited by Mr. Palgrave himself, "The Children's Treasury of English Song." Other new books will be found catalogued elsewhere.

Henry Holt & Co. have their new uniform edition of Taine's works, in admirable shape, and many new volumes of the ever popular "Leisure Hour Series." The "Family Record Album," now in the trade, is an admirable idea, and for the holidays the beautiful "Vers de Société" will doubtless hold its popularity of last year. The translations from Wagner and Berlioz, and the other volumes of that interesting series, ought to sell in every community of culture. The importance the questions of finance and political economy are assuming in current thought, should make such works as Professor Sumner's History of American Currency, John Stuart Mill's, and the like, generally salable, nor should Professor Adams' remarkable book be overlooked.

G. P. Putnam's Sons make a specialty this fall of new and bright books of travel, in the Himalayas, Portugal, Africa, etc., some of which are among the most entertaining notes of travel extant; of their extensive series of atlases, crowned with the new Library Atlas, which are remarkably cheap; of their popular manuals and scientific books, and of a numerous list of new juveniles, including George Cary Eggleston's story of the Indian wars, "The Big Brother;" "Roddy's Reality," by Mrs. Johnson; "Moonfolk," by Mrs. Austin, which was issued last year rather late for the holiday trade, etc., etc.

The Roberts' list is rich in books by authors who carry their credentials with them. The new volume of Miss Ingelow's poems is to include pieces hitherto unpublished, and her admirers will be glad to see even their older favorites in a new dress. Margaret J. Preston and Joaquin Miller will also have volumes of verse, so that all tastes can be gratified. Of books for children and young folks there are "Six to Sixteen," for girls, Hamerton's "Harry Blount," for boys, and others for both boys and girls. No bookseller can afford to be out of "Eight Cousins;" and there are other books that promise almost as wide a popularity.

Messrs. Nelson & Sons offer books of all varieties, and to suit all persons, in their fall list for the Fair. Michelet's popular scientific books on "The Insect" and "The Sea" stand prominent, and with it are other works on natural history and nature. New series of toy-books are added to their well-known list, which has already found purchasers everywhere; and for older children are numberless books of adventure and sports, which it is impossible even to outline.

R. Worthington & Co. will make a fine display of English books, many of which are very salable even in the smallest stores. They issue a special Book Fair catalogue, which will be sent on application.

Robert Carter & Bros. call especial attention to several important works, such as their new edition of Hugh Miller, the new volume of D'Aubigné, the Autobiography of Dr. Guthrie, and "Forty Years in the Turkish Empire;" also to many new juveniles by their strongest authors, Miss Warner, Miss Matthews, A. L. O. E., and others.

A Roman's list of California books is worthy of attention by booksellers elsewhere, as their subjects are of general interest. Some of their bright juveniles, whose scenes are laid in the land of gold, are particularly noticeable.

Warren & Wyman number among their new books, "The Annie Marlowe Series," which is just ready; "Tell Jesus," and the other volumes of a neat series by Annie Shipton; "Chauncey Judd," a story of the revolution, and other Sunday-school and religious books.

We have given in this issue notes of those lists that came earliest to hand, and shall continue our summary in the number for October 16th.

BOOKS FOR SALE.

VOL. I., Memoirs of John Quincy Adams. By Charles Francis Adams. \$5. To be had of F. S. Bogue, 678 Broadway, New-York, P. O. Box 5428.

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1 Political Essays, by Parke Godwin, publ. Dix, Edwards & Co., New-York, 1866, \$1.

1 Margaret Howth, a Story of To-Day, publ. \$1.25, Ticknor & Fields, 1862.

[F. B. PATTERSON, 32 CEDAR STREET, N. Y.

Walker's Statistical Atlas.

2d vol. Sketches by Boz, Old Household edition, smooth green cloth.

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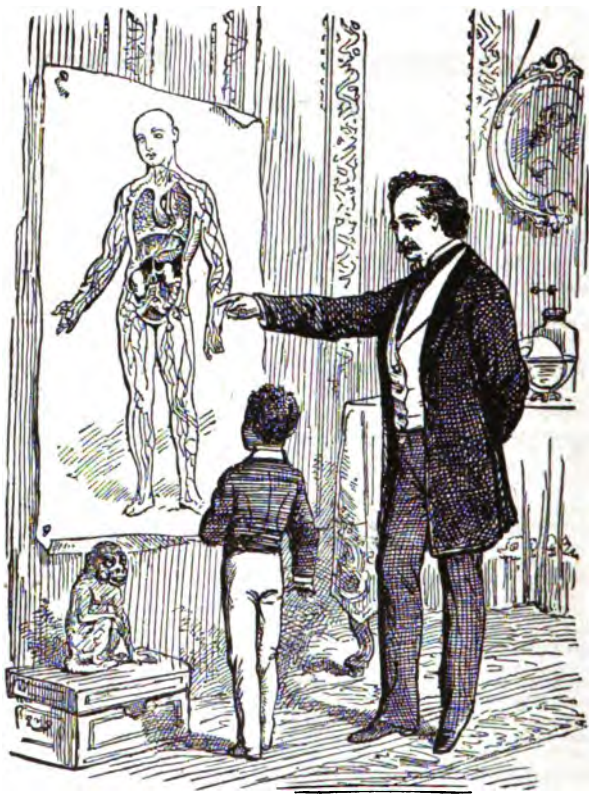
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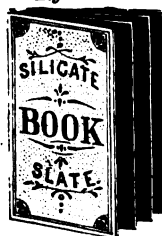
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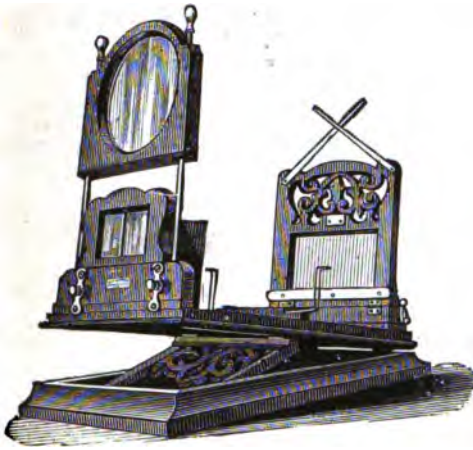
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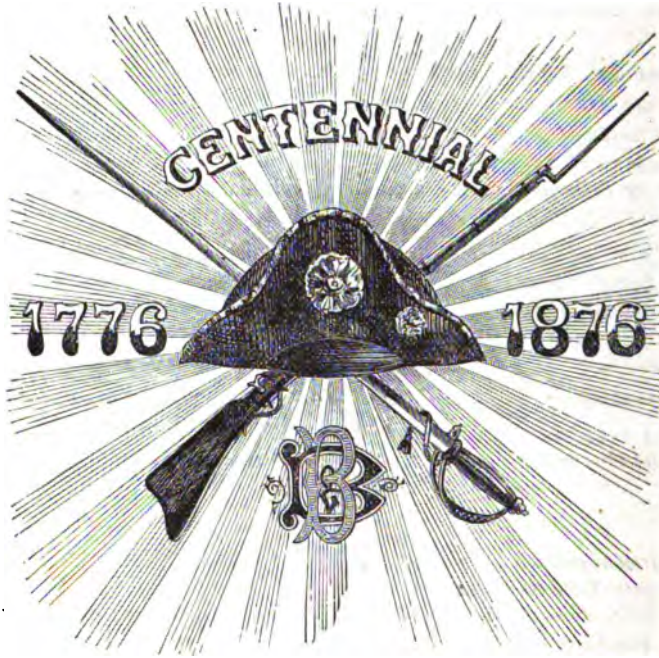
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American Book Trade Association.

SUPPLEMENTARY "BOOK FAIR,"

COMMENCING

Thursday, October 21st, 1875.

AT THE

BOOKSELLERS' EXCHANGE AND CLEARING-HOUSE.

GEO. A. LEAVITT & CO., Managers, Clinton Hall, Astor Place, New-York.

In accordance with the directions of the Committee, a Supplementary Book Fair will be held for ONE WEEK, at the Booksellers' Exchange and Clearing-House, commencing Thursday, October 21st, with special reference to supplying the wants of the Trade in

HOLIDAY, JUVENILE, MISCELLANEOUS, AND SCHOOL STOCK.

During the holding of the Exchange the Managers will offer to the Trade

The Lists of all the Houses represented, on a credit of four and six months.

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The Managers are permitted to state that

THE AMERICAN BOOK TRADE ASSOCIATION

earnestly desire that the Trade throughout the country will give its hearty and active support in establishing and maintaining the Exchange. This plan of sale is an essential feature of the great movement for reform. It has all the advantages of the Trade Sale, without any of the evils attendant upon that system.

The following Publishing Houses are members of the AMERICAN BOOK TRADE ASSOCIATION, and will be represented among others at the Exchange, commencing Thursday, October 21, 1875.

American News Company.
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Appleton, D. & Co.
Barnes, A. S. & Co.
Baird, Henry Carey & Co.
Baker, Pratt & Co.
Burlock, S. D. & Co.
Carleton, G. W. & Co.
Castell, Petter & Galpin.
Clark & Maynard.
Claxton, Remsen & Haffelfinger.
Desilver, Charles.
Dick & Fitzgerald.
Dodd & Mead.
Dutton, E. P. & Co.
Estes & Lauriat.
Ford, J. B. & Co.
Gill, Wm. F. & Co.
Graves, A. F.
Hale, E. J. & Son.
Harding, Wm. W.

Harper & Brothers.
Haverty, P. M.
Holt, Henry & Co.
Hoyt, Henry.
Hurd & Houghton.
Lee & Shepard.
Lee, Shepard & Dillingham.
Little, Brown & Co.
Locke, J. S. & Co.
Lockwood, Brook's & Co.
Lothrop, D. & Co.
Macmillan & Co.
McKinney, H. N. & Co.
McLoughlin Bros.
Miller, James.
Nelson & Phillips.
Nelson, Thomas & Sons.
O'Shea, P.
Patterson, F. B.
Peterson, T. B. & Bros.

Pott, Young & Co.
Putnam's Sons, G. P.
Randolph, A. D. F. & Co.
Roberts Brothers.
Routledge, Geo. & Sons.
Sabin, J. & Sons.
Scribner, Armstrong & Co.
Scribner, Welford & Armstrong.
Sheldon & Co.
Somerville, Charles P.
Taber, Charles & Co.
Taylor, Martin.
United States Publishing Co.
Van Nostrand, D.
Virtue & Yorston.
Warren & Wynnan.
Widdleton, W. J.
Wiley, John & Son.
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Ground Plan, showing location of Offices, to be had on application to the Manager,

ANDREW GEYER,

Care American Stationer.

Oct. 18

THE

Publishers' Weekly

A JOURNAL

SPECIALLY DEVOTED TO THE INTERESTS OF THE

BOOK AND STATIONERY TRADE.

[With which is incorporated the American Literary Gazette and Publishers' Circular, established 1859.]

OFFICIAL ORGAN OF THE PUBLISHERS' BOARD OF TRADE AND THE AM. BOOK TRADE ASSOCIATION.

F. LEYPOLDT, EDITOR AND PUBLISHER, 37 PARK ROW, NEW-YORK.

VOL. VIII. No. 16. NEW-YORK, October 16, 1875. WHOLE No. 196.

AMERICAN BOOK TRADE ASSOCIATION.



BOOKSELLERS' EXCHANGE AND CLEARING-HOUSE,
GEO. A. LEAVITT & CO., Managers,
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Supplementary "Book Fair,"

FOR ONE WEEK, COMMENCING

Thursday, October 21st, 1875,

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NEW WORKS, PUBLISHED OCTOBER 16,
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- | | | |
|----------------------------|-------------------------|-----------------------------------|
| 1. The King and the Court. | 7. The Parliament. | 13. Aspect of Paris. |
| 2. The Nobles. | 8. The Finances. | 14. Fêtes and Pleasures of Paris. |
| 3. The Bourgeoisie. | 9. Commerce. | 15. The Cuisine and Table. |
| 4. The People. | 10. Education. | 16. The Theatres. |
| 5. The Army and Navy. | 11. Charities. | 17. The Salons. |
| 6. The Clergy. | 12. Justice and Police. | 18. Voyages, etc. |
| | 19. Costumes and Modes. | |

* * * The splendid success of the various works of M. Lacroix, on the "*Manners, Customs, and Dress during the Middle Ages, and during the Renaissance*," suggested the preparation of a work of a similar character, on the "*Institutions, Manners, and Dress, in France, during the Eighteenth Century*." This sumptuous volume is a brilliant exhibition of every grade of life and society in France, from 1700 to 1789. The work is illustrated with twenty-one full-page CHROMO-LITHOGRAPHS richly colored, and 350 BEAUTIFUL ENGRAVINGS ON WOOD. These illustrations are copied with the utmost care from the original paintings of the best and most esteemed artists of the Eighteenth Century, and in beauty of design, exquisite finish, and the real interest of their subjects, far surpass any similar productions. The typographical excellence, and elaborate and appropriate binding, combined with its intrinsic literary and artistic value, render it one of the richest volumes ever published.

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The general association, the A. B. T. A., has accomplished its chief work in concentrating general discontent and transmuting it into centralized working power, in furnishing a legislative basis for the reform, in abolishing the Trade Auction Sales, and introducing the Book Fair system, and in promoting organization through the country. The Book Fair, it must be remembered, is a meeting of the association, and by resolution of the last convention, only members of the association are entitled to participate—a fact to which the attention of the managers has just been officially called. This, reflection will show, is but reasonable, since the association is open to all who are willing to do business in the right way, and it is desirable, as well to hold a check on undersellers as to encourage membership in the association. For such purposes as this, and to furnish a central parliament and authority—had it not been for its foresight, the book trade, for instance, would have been disgracefully unrepresented at the national Centennial—the A. B. T. A. has reason for continued and permanent existence, but the reform is progressing so well, is now so endorsed by heads of the trade, and things generally are so working themselves out, that there promises to be little call for further legislature, and the brunt of future work is upon the local organizations.

We have recently been gathering the material for a survey of these bodies, and we take this opportunity to ask the secretary of each to send to this office duplicate copies of their constitutions, agreements, and other documents, for filing with the American Book Trade Association and the PUBLISHERS' WEEKLY. Beside the American Book Trade Association, which is planned to include the entire trade and authors as well, there is of course the (school-book) Publishers' Board of Trade, and the reform has extended into a kindred trade, and the Stationers' Board of Trade, of central character, has been organized under promising circumstances. There come next the Central, Western, and New-England Booksellers' Associations, which cover all the great divisions of the country, except the South and the Pacific slope. These are co-ordinate, though with some variations: the Central performs the double function of an organization of the eastern publishers and jobbers in general, by virtue of which it is the executive arm of the American Book Trade Association, and in some wise of a local New-York organization. The Western is primarily a jobbers' association, and there is a tendency in these organizations to make their chief work the control of jobbing discounts. For our part—and in this many leaders of the reform agree—we do not believe in turning regular

trade organizations to such a purpose. The line between jobbers and retailers is so indefinitely drawn that they are too apt to take the shape of close combinations, and we believe the jobbing interest will find sufficient margin for its profits, as this reform supports retail prices on the one hand, and on the other proves to wholesale dealers that competition can not safely be carried to the old extreme.

We have so far record of three State organizations, the Booksellers' and Stationers' Association of the State of New-York (confined, however, chiefly to the western part) and Michigan and Tennessee Booksellers' Associations. Of local associations proper, we have word from Providence, Baltimore, Milwaukee, St. Louis, Washington, Rochester (N. Y.), Buffalo, and New-Orleans. The Philadelphia trade have hit upon another type, which they think more practically effective; they have no general officers or meetings, but appoint a standing Committee of Arbitration of three, which does the needed work without bother or waste of any body's time. The only organized body in Philadelphia is the old "Book Trade Association of the City of Philadelphia," which is not a feature of the trade organization proper; it includes paper-makers, printers, etc., and occupies itself largely in the discussion of tariff questions. Besides these, the booksellers of Columbus, O., Lancaster, Pa., and Poughkeepsie, N. Y., have local agreements.

This system of organization is not altogether logical, but it serves practical purposes. There should certainly be a local organization in every place where there are any number of booksellers, and these should combine into State and general organizations—especially since future conventions are likely to take the shape of delegate bodies—and there is also present work to be done. A simple constitution only is required, nor do we believe in the New-Orleans method of refusing discounts to those who do not see fit to join. It is not wise for a business man to give facilities to men who he sees are transgressing true business principles and ruining his own as well as his neighbors' business. But the question of membership or non-membership should be kept out of these associations, as it has been out of the American Book Trade Association; the discrimination between safe and unsafe men is quite sufficient, and does away with any question of "rings" or obnoxious combinations. So long as men are willing to abide by the business principles set forth by the American Book Trade Association, let them choose their own way as to membership. We trust to see these local organizations established everywhere, and made so useful that every member of the trade will seek admis-

sion; all new organizations should be reported to Mr. Joseph M. Cushing, Chairman American Book Trade Association's Committee on Local Organizations, at Baltimore, as well as to this office.

The main work of all these organizations is at present centred in the Arbitration Committees, and a word or two on this subject may well conclude this article. It has been found so far that most difficulties have been dissipated by frank and direct attack on them. If any one is underselling on the one hand, or misconstruing rules on the other, let him be approached personally and his unwisdom explained to him; in the one case out of ten where this does not suffice, the person should be reported by name to the publishers whose books he is running down, and the difficulty will be stopped from the fountain-head. All difficulties in local cases and with individuals should be settled by the local organization, and carried up to the A. B. T. A. Committee only when every local influence has been exhausted, and publishers have been also directly applied to. On the other hand, all general questions of principle or construction of the rules should be sent directly to the A. B. T. A. Committee (Isaac E. Sheldon, Chairman), because a decision here settles the matter for all the minor associations through the country, and prevents the same question being asked a hundred times.

We believe that, under the present organization of the trade, the prospect is very bright for the future. If business is not yet what it should be, the distributing trade throughout the country is returning to a healthful condition; and, except where houses are carrying heavy interest accounts (as Lee & Shepard did), which the volume of business to be expected in the next five years will not be able to cover, we believe the trade is again sound and on the high road to prosperity.

THE Centennial Committee is now vigorously at work, and there is promise of a thorough representation of trade. In addition to those named in our last issue, the Messrs. Harper and other large firms have announced their intention to be represented. The National Commission has adopted our suggestion as brought before them by the committee, and will assign the space for the book trade in gross to the committee, who will then distribute it among the houses applying. As this distribution is a delicate matter, the Philadelphia committee asked for representatives from New-York and Boston, and Messrs. Walter Appleton, G. H. Putnam, William Lee, and Benjamin H. Ticknor have been appointed by the Central

Booksellers' Association. Publishing houses should, however, apply individually for space, so that the total amount may be estimated by the Director-General, and blanks for this purpose may be had at this office, or of Mr. Henry T. Coates, Secretary of the Philadelphia committee, or of Mr. N. R. Monachesi, who will act as its agent in this city. These blanks when filled should be forwarded through the committee. There is no charge for space, and the time for applications is extended to the end of the month. The committee has also taken hold of another branch of the work, and has appointed James T. Fields, George W. Childs, and H. O. Houghton a committee to procure autographs and other personal memorials, in connection with American literature, for exhibition.

THE question of underselling among certain New-York dealers, whose names are too well known through the country in this connection, is to be dealt with directly by a strong committee of the Central Association, of which Mr. Simmons is chairman. The American Tract Society has already required one of these houses to give written assurance that its books will not be sold below rates, and, pending reply, has reduced discount to this house to twenty per cent, with notification that it will be reduced to *nil*, if underselling is persisted in. The business manager, Mr. Simmons, has assurances from all the leading jobbers of New-York that they will honor his request to make no better terms to the offending house.

IT is only fair to Mr. Henry C. Lea that his position should be understood. He sells, and has sold, at his own store, only at retail prices except to members of the trade, and quite rightly therefore declines to admit any responsibility on his part for trade evils. He has also refused to sell his books to undersellers, when complaints have reached him in proper shape and the only sticking point is his hesitancy to take the one step more and ask the jobbers to protect his books. This, he thinks, is going outside his own field, while the trade see that just this step is the one thing needful, for the jobbers are only waiting to be asked but quite properly suggest that the request should come from the publishers. We trust Mr. Lea will see this as a practical matter, and take the desired step.

WE call especial attention to the sharp article, in our correspondence columns, of a book-buyer who says something worth saying, and

says it in plain speech. There are too many in the trade whom the cap will fit.

THE impositions on travellers, pointed out elsewhere, are not imaginary grievances. Our columns are open to information on this subject—briefly put—and we trust practical remedy may come of the discussion.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

What a Customer Says.

[AN anonymous subscriber, who writes that he "would be worse off without the WEEKLY," sends us the following spicy letter, which we print in the hope that it will stir up some of the trade. There is too much truth in what he says.—ED.]

—, Oct. 1, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: The booksellers have ventilated so thoroughly their hardships, that it will be but justice for them to listen to the grievances of the book-buyers. I am neither a teacher nor a minister, but I buy a good many books, and certainly should buy more if I was not deterred by the carelessness and inattention of our retail booksellers. I never have asked for discount or reduction of any kind; but I do ask to be served with promptness and intelligence. I live in one of the largest cities south of Mason and Dixon's line. It has eight or ten first-class bookstores. My custom was worth four or five hundred dollars to the store where I had been dealing very many years, and my purchases influenced quite a large circle; and yet such is the carelessness and ignorance of their business, that, after having, tried each store in the city, I have been forced to order direct from abroad or from the publishers in this country, and have influenced as many of my friends as possible to do the same. In every instance I have received entire satisfaction from the publishers, whether North or West. I have never lost my money or failed to receive the books by return mail; and though it costs slightly more from abroad, the relief from the delay, uncertainty, and idiotic mistakes with which our orders through the local booksellers were filled has been great. Last November two friends ordered at one of our stores copies of a book that had just been published in New-York, expecting to have it in good time for a Christmas gift for 1874. They made frequent calls to inquire for it, and the answer always was—Next week. When I saw them a few weeks ago they were still calling, and hoping to get it in time for Christmas, though, as one of them is in New-York

now, he may be wise enough to get it for himself. Twice I have asked for books which I was certain were American publications, though I did not know of what house. Three of the city bookstores undertook to get them, but after waiting weeks the only satisfaction I got was—Not to be found. Then I wrote to my agent abroad and got them—American books published in New-York!! (What a strange customer he must have thought me!) Again, I asked here for the "Summa" of St. Thomas Aquinas. "We haven't it, but will get it for you." The memorandum sent to me read, "We can't find the 'Summer,' but we have 'The Winter in Cuba,' if you would like that"!!!

I went lately to the largest of our bookstores with the title and publisher of a book, and got the usual answer, "We haven't it, but will get it for you." I left the order, but knowing how in all probability I should be served, and wishing the book for an immediate occasion, I wrote to the publisher also, preferring the possibility of two copies on hand, rather than to be left in the lurch. After I had received the book by mail, I got a memorandum from our bookseller saying it could not be had. I gave myself the pleasure of showing him the copy I had gotten without his help. Then, some time afterwards, when the occasion for which it was wanted had passed, he sent me another.

In a late WEEKLY you advise the retailer not to wait idly for some one to come in and "want a book." My experience is that we stand small chance of getting one when we do go in. One of our ministers wanted a particular book at once, and came to see if perchance I had it, saying he had asked at every store in the city, and was vexed at having to wait to get it from New-York. I assured him the storekeepers saying they hadn't it did not at all prove it was not on their shelves. So I went to the store mentioned above and asked, Have you so and so? No. I think you must have it, said I, turning to look for it myself, and in two minutes, on a prominent counter, I found it—a six-dollar two-volume book. I could give twenty like instances in my own late experience. During the last two months I have not gotten a single book that I have asked for in our retail stores, though I am certain many of them were in stock; but it was easier to write to the publisher than to look over the shelves. At this present moment there are at least twenty of my orders, of a year old, unfilled at our various bookstores. Not knowing the publishers of these books, I have been unable to get them for myself. Mr. Lee, at the Boston meeting, exactly hit the retail booksellers—in our part of the country at all events. "He wants to stand between the publisher and buyer, with no other object in the world except to take life easy and get a good profit on what books people have to buy." These are the people who wish to prevent the publishers sending us by mail at the same price the books they will not take the trouble to get for us themselves. We are very willing the retailers should live, but it ought to be by honest labor and attention to their business, and not by preventing us from going to another market where we will be better served. Depend upon it, this has much to do with the change you say has been going on in the trade—readers depending

more upon libraries. I have never before subscribed to a library, but I intend to do so now, solely because of the trouble I experience in getting the books I need. This is one reason; another is the exorbitant price. In these days, when one is liable to get so much trash, it is hard to have to pay so high for it. The high price is especially noticeable in children's books. Now, we can scarcely get one book for our little ones with the money that would formerly buy three or four. For instance, the English edition of "The King's Servants" and of "Lost Gip" is 1s., which, at forty cents for importing, would not be more than fifty cents. But for the American editions of the same trifles we are asked \$1 and \$1.25 each. I am continually asked to recommend books for children, but when I name the price that is the end of it.

SUBSCRIBER.

Has the Reform Strength to Maintain its Principles?

To the Editor of the Publishers' Weekly:

DEAR SIR: We know full well that every thing can not be done in a day, and that in a movement so extended as the A. B. T. A. some will shirk duty and others desert the standard. We know also that all has not been accomplished that is hoped for; but that much solid ground has been gained and an advanced position secured, so that with faithful co-operation and vigilant earnest work the reform will grow rapidly to a thorough and complete success. If it fails now, no one in our time will have the courage or strength to attempt its resurrection.

Feeling it a duty to the cause to report deserters, as well as to stand in the ranks ourselves, we mention two cases of bad faith under our immediate notice. We will not mention names this time, but the following extracts from letters received should be a hint to the evil-doers.

"MIDDLETOWN, DEL., Sept. 28, 1875.

"MESSRS. BOUGHMAN, THOMAS & CO.: I left an order at your store for school-books. They have not arrived. If they have not been sent, *this is to countermand the order*. I can get them of Mr. — at 25 per cent discount. He told me so yesterday.

Yours respectfully,

This is from a prominent lady to whom we sold a small bill at retail, as she used them in her family. The underseller to whom she refers is a local dealer in her vicinity.

The next is from a friend, a teacher, to whom we quoted 20 per cent as the best discount we could offer after September 1st:

"RISING SUN, MD., 9th mo. 18, 1875.

"GENTLEMEN: On receipt of your former letter of this week I ordered two lots of books from two separate publishing houses in Philadelphia (separating the order for a test). The books and bills are at hand. One house discounts 25 off and the other 33 1/4 off, without any intimation from me as to price, while you propose 20 off; so it appears that at least two houses have not the same understanding, or are not controlled by the 'combination of bulls.' It is not my object to 'bear' on your prices, but when needing school-books the first consideration is to buy where they sell as low as any body; other influences after that may govern.

"Very truly and friendly,

We give publicity to these letters to show the trade the vital need of not only standing

squarely up to the mark, but to see that all others do the same; for if occasional exceptions are allowed to pass, the evil will grow continually. Let every underseller be "sketched" at once, and the reform is assured. If each publisher or retailer will give notice of every one who breaks faith, they will soon see that it does not pay to act unfairly.

Very truly, BOUGHMAN, THOMAS & CO.

Plain Words from a Traveller.

NEW-YORK, Oct. 9, 1875.

To the Editor of the Publishers' Weekly:

It is the purpose of this article to give the readers of the PUBLISHERS' WEEKLY an accurate description of the manner in which we commercial tourists are treated by some of the different railroads around the country, and were it not that I wished to avoid a sensational heading, I might properly term the extortion, "Railroad Swindling." I refer to the increasing practice of exorbitant charges on over-weight or extra baggage. It is known to those who have suffered from such extortion, that there is no redress, only humble submission to these bandits of the railroad, who always know full well that as "time and tide," as well as the train, "wait for no man," the money asked will generally be paid, rather than baggage be delayed by the non-payment thereof. Notwithstanding we are upon the road for the purpose of selling goods, by displaying the samples contained in the trunks, ultimately of special gain to these railroads in the return of the freights, when the goods are shipped to the customers; although we pay full fares, travel frequently, and spend money freely, if a trunk has a few samples and weighs over 80 lbs. on the Shore line from New-Haven to Providence we are compelled to pay, when a fashionable lady with her Saratoga trunks, taking three or four times the room, is allowed to pass on free of charge.

Notwithstanding we send thousands of dollars' worth of freight over the road yearly, a travelling agent must pay on one small trunk, weight 125 lbs., containing a few samples besides his wearing apparel—the same having always passed free of charge on all other roads except this same New-York and New-Haven Railroad Company, who will pass the baggage of a strolling theatrical company, occupying sometimes an entire car, *free of charge*.

If any one can inform us of the consistency of this, let him speak, and expose the jewel.

The only way to remedy this evil on this road is to send all cases, if to Boston, per Stonington boat; New-Haven, per New-Haven boat, and Hartford, per Hartford boat, and thereby enjoy the thought of being personally responsible for preventing a few dollars dropping into the capacious jaws of the New-York and New-Haven Railroad Company. Many of these instances are of such an aggravated nature that, as a free-born citizen, with something more than a spark of manhood about me, I can not tamely submit and see my friends upon the road treated in this merciless manner, without opening the safety-valve, and allowing a trifle of the superfluous steam to escape.

Furthermore, this extortion is increasing, not only upon the railroads, but with the hotels.

The latter think because a gentleman is selling goods, he must be bled to the lowest degree, and "stand and deliver." I am going to "speak out in meeting," and shall state that which is true in two of the first-class hotels in Boston, and if the proprietors do not like it, let them take the lesson to heart, and improve by the moral taught.

Parker House charges for a large sample-room, without meals and fire, \$4 to \$6 per day. Tremont House charges for large room on office floor—including meals—\$14 per day. Three flights up, \$8 per day. If these are not atrocious charges, when gold is only 1.17½ instead of 2.50, why, I'm *dumb*.

Hungry with greed, these vampires little see the ultimate result of this treatment to the travelling fraternity. "But I'll whisper in their ear something queer for them to hear."

In Boston there are some very fine buildings unoccupied, in the very centre of the business portion of the city. The landlords will be only too glad to temporarily let one floor to some dozen New-York houses, to enable them to have the chance to display the samples of their goods whenever the agent desires.

Let every style of business establish this line of action, and we shall contemplate a revolution among these hotel proprietors, who now believe in the idea of making "millions" out of the travelling fraternity; and their cupidity, and such mental resources as they can command, will endeavor to devise some other means to make us yield up our heart's blood, and we will be able to again assert our rights and talk about *our* terms of agreement.

A travelling friend of mine states his average expense on his baggage is \$5 per day, the year round.

Another makes the following statement:

Four trunks; weight, 900 lbs., contents, blank-books, albums, etc. Sends freight over the road yearly. Over \$300,000 worth of goods are yearly shipped over the Pittsburg, Fort Wayne and Chicago Railroad per Union Star line by his firm. Paid on trunks from Pittsburg to Chicago, \$23.75—double that of regular freight charges. Another has 1350 lbs. of books—six and sometimes seven trunks; paid from Rochester to New-York City, \$18, and on the same trunks from Lima, Ohio, to Philadelphia, \$54. All these charges are far more than by freight or even express. Now I would ask that some of the clear-headed thinkers of our trade devise some line of action whereby the directors of the different railroads will be led to consider the injustice of this charging of over-baggage, excepting at fair freight prices, and to contemplate the matter in the light of reason and fair dealings. Let this matter be agitated to such an extent as to make a reasonable impression upon all who are interested—for we are all directly or indirectly interested in this overcharging. The dealers in the trade are obliged to pay more for the goods, as all expenses must be duly considered when we contemplate the cost of an article. The consumer, again, is made to pay for this—the poor man and the wealthy. Let us have a new reform, and endeavor to induce the directors on all railroads to allow one trunk, weighing not over 200 lbs.; and for all excess, the charge to be only at regular freight rates. Let them do and we will ask no more.

Truly yours,

C. S. P.

NASHVILLE, October, 1875.

To the Editor of Publishers' Weekly—DEAR SIR:

(From Daily Paper.)

Famous and Poetical Works, Novels, by Mrs. Holmes, Marian Harland, Dickens, Scott, and other popular authors. Publication price, \$1.50 and \$2.00, to be had for one dollar at the Dollar Store.

How can we booksellers sell Friend Dillingham's books with this encouragement (?) to face? S.

TRADE MEETINGS.

New-Orleans.

THE book trade of New-Orleans held a second meeting Oct. 7th, at which there was a large attendance. The committee appointed at the previous meeting to prepare resolutions and rules, submitted a series of resolutions forming a New-Orleans Booksellers' Association, auxiliary to the A. B. T. A., adopting the platform of the latter, and classifying large buyers. These were adopted.

Mr. R. G. Eyrich offered the following resolution, which passed with but one dissenting voice:

"Resolved, That those booksellers who refuse to join this Association be treated as though purchasing for their own use, and be compelled to pay cash on delivery."

The following were elected to serve as officers of the Association:

President, George Ellis; Vice-President, R. J. Harp; Secretary, R. G. Eyrich; Treasurer, J. A. Gresham.

The following were appointed to draft a constitution and by-laws:

R. J. Harp; J. A. Gresham; W. E. Seebold; William Fanche; P. F. Gogarty.

All the booksellers in the city are to be furnished copies of the resolutions adopted, and it was determined that the same be considered in active force and operation on and after October 15th, 1875.

[In connection with this movement, we are requested by our correspondent to call attention to a complaint, which the New-Orleans trade hope will be the last to come from their city.

"One of the large dealers is about to open another store, when he intends selling books during the day, and by auction at night, and the trade has been informed that he receives consignments of books from the publishers North. Is not such a move directly opposed to our reform, and can publishers legitimately furnish him with stock for the purpose?"

Publishers will doubtless reduce discounts if the name is furnished to them.—ED.]

Central Booksellers' Association.

WE have not received the minutes of the secretary for the last meeting, which was held at the St. Nicholas Hotel, Tuesday, at 11 A.M., Mr. Barnes in the chair, and Mr. Dodd at the secretary's post. Some communications as to jobbing discounts were received, and the secretary was instructed to reply that the Association was not at present undertaking to influence that question. The subject of underselling in New-

York and vicinity was discussed at length, Mr. Sheldon stating what had been done by the Arbitration Committee of the American Book Trade Association, and Messrs. Simmons, Lockwood, and Pratt were appointed a committee to take active measures. Mr. Knight was present from the New-England Association, and made some remarks, and Mr. Coates, of the Centennial Committee, explained what it had done, and requested that the Central Association suggest two members each, from New-York and Boston. Mr. Barnes named Messrs. Appleton and Putnam, of New-York, and Lee and Ticknor, of Boston.

BOOKS RECEIVED.

VICTORIAN POETS, by Edmund Clarence Stedman. (Jas. R. Osgood & Co.) This brilliant work, of which the papers printed in *Scribner's* are the basis, is a *chef d'œuvre* of criticism. It ranks with Lowell's critical papers, and will do more than any recent book to strengthen the respect for American writers in England. To the general reader, it serves the purpose of a guide-book to English poetry since the reign of the Georges; its lists of authors, and especially its admirable analytical index, furnishing a ready key to unlock its treasures of criticism. But to the scholar, it is also an invaluable treatise on the methods of poetry, and the true principles of criticism. Mr. Stedman is a remarkable combination of poet and critic, and there is a richness and splendor about his prose work which gives it as much character as his grace and delicacy do his poetry. Sq. 12mo, cloth, \$2.50.

THE NEW DAY, by Richard Watson Gilder. (Scribner, Armstrong & Co.) Mr. Stedman suggests that American poetry having mastered our landscape, will pass now into a psychological school. Mr. Gilder gives promise of being one of the foremost of this school, and his volume is the most remarkable for finish of any first book in recent literature. It is made up of songs and sonnets, that picture the dawn and rise of supreme emotion in the human soul, its ecstasy, its passion, its despair. The intensity, depth of feeling, poetic quality, and exquisite grace of the work will give it a permanent place among the great love poems of the world. Some of the lines are as supremely perfect as the rose. The volume is beautifully issued, with floral "decorations" as head and tail pieces, symbolizing the varying phases of the poem, daintily drawn and deliciously engraved by Henry Marsh. It is a pity that the title-page is so ill-arranged, and the brilliant cover design, though it symbolizes, with its peacock-plume, the rising of the sun in the new day, presents such a glare of gold as seems to us quite inconsistent with the true art of book-decoration.

THE VOYAGES AND ADVENTURES OF CAPTAIN HATTERAS, by Jules Verne. (James R. Osgood & Co.) Captain Hatteras, the wonderful hero of this wonderful story, is born with a thirst for adventures. The most ardent wish of his life is to reach the North Pole; with this object in view, he equips a ship, and sets out for the north. The records of all recent explorers are nothing compared to the sights he sees and the discoveries he makes in the arctic regions. He crowns his efforts by nailing the English

flag to the North Pole, and then becoming hopelessly insane. The volume is elegantly gotten up, and illustrated in the best manner by Riou, with over two hundred engravings. Sm. 8vo, cloth. \$3.

THE SCARLET LETTER, by Nathaniel Hawthorne. (James R. Osgood & Co.) A charming edition of one of Hawthorne's most popular works. A dainty volume, beautifully printed on tinted paper, and uniform with "Little Classics." 16mo, cloth, red edges. \$1.25.

THE TWO SISTERS, by Mrs. E. D. E. N. Southworth. (T. B. Peterson & Bros.) The eighth volume of the new edition of Mrs. Southworth's works this firm is publishing. 12mo, cloth. \$1.75.

BRENTFORD PARSONAGE. (Robert Carter & Bros.) From the pen of the favorite author of the "Win and Wear Series." A simple story of life in a New-England village. Suitable for young readers. 12mo, cloth. \$1.25.

We have received from the Happy Hours Co. eighteen numbers of their "Acting Drama," from 22 to 39 inclusive. Some excellent comedies and farces will be found among them. No. 39 is Tennyson's "Queen Mary," "adapted, altered, and arranged for the American stage, by John H. Delafield." 15 cents per No.

ALL FOR MONEY, by Mary Dwinell Chellis. (National Temperance So.) A thrilling story of the wretchedness and misery caused by intemperance. One of the best from this author's pen. 12mo, cloth. \$1.25.

THE ANIMALS OF THE BIBLE, by John Worcester. (Lockwood, Brooks & Co.) The design of this little volume is to describe the animals of the Bible as they symbolize some characteristic in man. It is written with a good deal of religious fervor, and is in its tendency thoroughly good. 16mo, cloth. \$1.50.

TOWARD THE STRAIT GATE, by Rev. E. F. Burr, D.D. (Lockwood, Brooks & Co.) Rev. E. F. Burr, the author of this volume, is the lecturer on scientific evidences of religion in Amherst College; he has obtained through his writings considerable reputation. The present volume, he says, is the natural successor to "Ad Fidem," a previous work. It is directed toward those who, knowing the Bible truths, yet are unbelievers. It seeks to help and convince them, and lead them to a firm and lasting faith. 12mo, cloth. \$2.50.

SEVENOAKS, by J. G. Holland. (Scribner, Armstrong & Co.) Dr. Holland's story is so well known already through the pages of *Scribner*, that it seems almost unnecessary to mention it. It is a thoroughly American story, dealing entirely with American scenes and characters. It is one of the most powerful we have had from the author, and is full of bright dialogue, clever characterizations, and vivid descriptions. Illustration. 12mo, cloth, \$1.75.

Stationers' Board of Trade.

THE representatives of a number of the leading stationery and fancy goods houses of New-York met last Tuesday, at No. 74 Duane street, to complete the organization of the new association, to be known as the Stationers' Board of Trade. In the absence of Mr. Willy Wallach, Mr. W. I. Martin, of Samuel Raynor & Co., occupied the chair.

The Board of Directors, elected at a previous meeting, submitted a constitution for the government of the Association, which, after some discussion, was adopted as follows:

CONSTITUTION OF THE STATIONERS' BOARD OF TRADE.

NAME.

SECTION I. This organization shall be known as THE STATIONERS' BOARD OF TRADE.

PURPOSE.

SEC. II. Its object is the promotion of our common welfare and the advancement of our business interests.

1. By establishing more intimate relations with each other.

2. By obtaining through our organization more prompt and reliable information as to the responsibility of those dealing or desiring to deal with us.

3. To guard against unnecessary extension of credits.

4. To effect prompt and speedy collections.

5. To protect the interests of our trade against delays and unfair rates or classification by freight and shipping lines in favor of other cities, and to obtain *special* and the most favorable rates for this Association and its customers in shipping goods from New York.

6. For the protection of trade-marks, and the right of property in priority of design.

7. For such other purposes as may appear to be of general interest to the trade.

MEMBERS.

SEC. III. This organization shall include the manufacturers and wholesale dealers of the City of New-York, dealing in books, paper, stationery, and all branches of business connected therewith.

Any firm or person in good standing may become a member on his election by the Directors, and payment of the annual dues.

GOVERNMENT.

SEC. IV.—1. The officers shall consist of a President, Vice-President, Treasurer, and nine Directors, who shall constitute a Board for the entire management of this organization, and who by ballot shall be elected by the Board of Trade at their annual meeting.

2. The term of office of the President, Vice-President, and Treasurer shall be one year, and until the election of a successor.

3. The term of office of one third of the first Board of Directors shall expire on the first Saturday after the first Sunday of November, 1876, and so yearly afterwards.

4. The term of office of all Directors elected subsequent to 1875 shall be three years.

5. The Board of Management are authorized to appoint a Secretary, and employ such other assistance as may be necessary. No elected officer shall receive compensation.

6. To elect a Finance Committee of three out of their number.

7. To elect an Arbitration Committee of five out of their number.

8. To organize a Bureau of Credits and Collections.

9. To make by-laws.

10. To attend to such other business as may appear to be of general interest to this organization or to the trade.

MEETINGS.

SEC. V.—1. The annual meeting of the Board of Trade shall be on the first Saturday after the first Sunday in November, except for the year 1875.

2. The meetings of the Board of Management shall be at least once a month.

3. The meetings of Finance Committee shall be at least once a week.

4. The meetings of the Arbitration Committee shall be at least once a month.

5. A quorum of the Board of Trade shall be fifteen.

6. A quorum of the Board of Managers shall be five, and the President or Vice-President.

7. Special meetings shall be called by the President on the written request of ten members.

AMENDMENTS.

SEC. VI. The Constitution may be amended at any meeting of the Board of Trade by a vote of two thirds of the members present. Notice of proposed amendment must be given in writing at the meeting previous to that upon which it is acted upon.

On motion, the Association went into an election for officers, with the following result: President, Willy Wallach; Vice-President, A. Von Auw; Treasurer, W. I. Martin.

Messrs. John G. Bainbridge, J. F. Anderson, Jr., and A. C. Barnes were then elected members of the Board of Directors in place of Messrs. Willy Wallach, Samuel Raynor, and A. Dougherty.

Mr. Charles T. Bainbridge moved that all those members who had already signed the roll be named as the charter members. The motion prevailed.

A meeting of the Board of Directors will be called by the President, at an early day, for the purpose of framing by-laws.

STATIONERY NOTES.

MESSRS. VALPEY, ANGELL & Co., of Providence, R. I., call attention to their "Time and Labor Saving Tables," for computing the wages of mechanics and laborers. The computations of the tables are from two shillings or thirty-three cents to twenty-one shillings or \$3 50 per day, from one to thirty-one days inclusive, and the fractions thereof. These tables are now used by many of the more important manufacturing firms, and are found to be almost indispensable. They are handsomely bound in cloth, and are very durable. Price, \$3.50.

OBJECTIONS have long been made to the worsted cord used for hanging pictures, on account of its liability to be destroyed by moths, to the danger of the picture. Wire has also been objected to, because unsightly. Now, however, an improvement has been made which promises to make wire very popular. The improvement is a handsome spray of ivy leaves and berries, with which it is designed to cover the unsightly wire, and add to the appearance of the picture. The leaves are made of heavy cloth, and cost from twenty-five to fifty cents per yard. They are to be had of Willy Wallach.

MESSRS. E. G. SELCHOW & Co., 41 John street, have issued their list of new games for the holidays. The games of this house are always

popular, both on account of their intrinsic merit and the handsome and durable style in which they are gotten up. Upon their list will be found all the old favorites, such as "Parcheesi," in four styles; "Dice Croquet," a game of the same pattern; "Snap," "Crescent," and "Vignette Authors." The latter ever popular game consists of seventy-two cards; upon each of which there is a handsomely engraved portrait transferred from steel. Great care has been taken in publishing this game to make it as tasteful and attractive as possible. The list of Messrs. Selchow contains many other valuable games; and it may be mentioned that they are the New-York agents for the publications of Milton Bradley & Co., Springfield.

MR. WILLY WALLACH has now on hand a novelty in playing-cards, which, from its peculiarity, promises to become very popular. For centuries, the ordinary playing-card has remained stationary in the same old form, and it has generally become an accepted fact that no improvement was possible. The new cards are circular, about three inches in diameter, and each suit is printed in a different color. Upon the extreme edge of the circle, the number of the card is printed in figures, in the same color as the suit to which the card belongs. The face-cards, instead of being "single or double heads," have five heads, all of which radiate from the centre, and can be recognized at a glance. The advantages claimed for these cards are, that being circular, the edges will not wear out. The distinct color of each suit and the figures upon the margin enable the player to guard against mistake, and play with greater rapidity. The player can see and know at a glance every card in his hand. They can be shuffled, dealt, and played with the greatest ease, and each pack being in a box, they can be carried in the pocket without soiling. These cards are called the "Globe Card," and retail for 75 cents a pack. They were invented and patented by Mr. L. M. Richardson, of Boston.

A new fancy writing-paper, called the "Granite," has been put upon the market. It can be had in various shades, and in all sizes and shapes, either note, folio, or letter.

Features of the Fair.

WE continue our brief notices of lists sent to us, in connection with the Fair.

The Appletons, who were the largest sellers at the last Fair, announce for this fall the largest list of any New-York house. This list will be found in full on page 585. The International Series will be a prominent feature this fall, and we call especial attention to their books on finance and political economy. A new library edition of Cooper is also noteworthy.

Pott, Young & Co. have their full lines of religious, especially Episcopalian, and children's books, in which latter field the new illuminated books are taking novelties. Among their other freshest books are Ballantyne's new tales of adventure, Kingston's new sea story, Miss Yonge's books for the little people, etc.

Dodd & Mead are selling Rev. Mr. Roe's new novel, "From Jest to Earnest," by the thousand, and will probably pass beyond their first edition of 10,000 during the Fair. His earlier books are still salable. The "American Pio-

neers and Patriots" series are also sure books, new volumes starting up the sale of the old frequently. Mrs. Charles's, Hesba Stretton's, and the books of popular authors are to be noted.

Virtue & Yorston's list is another perplexity of attractions (see p. 589). Their *Art Journal* volumes, picture galleries, national landscape works, etc., are known to all book people; and they have new this year Mr. Stone's interesting "Reminiscences of Saratoga."

E. P. Dutton & Co. made a remarkable success last year of their pretty "Pussy Tip-toes," and present with it this year another taking book by Mrs. Sanford, "Frisk and his Flock," in the same style. Farrar's "Life of Christ" remains strong in its sales. Faber's "Hymns" are newly issued in an attractive little book, and their other religious books and juveniles are also noteworthy.

Lothrop's general line of juveniles will be well sampled at the Fair, so that dealers can make that personal inspection so necessary for a satisfactory selection in that branch of books. Of their leading new works, Pansy's "Cunning Workmen," and "Mrs. Deane's Way," by Faye Huntington, are notable from the popularity of their authors, and Kingston's stories of adventures are always taking with boys. Other of their books are miscellaneous stories, juvenile biographies, and picture and toy-books.

A number of new series are ready at H. A. Young's, and more are promised later. Glance Gaylor, Mrs. Chellis, Mrs. Leslie, and a host of others, have already so proved their claim as favorites, that dealers of necessity stock up with them, and now is certainly the time to do so. Messrs. Young & Co. also especially advertise for the Fair Hackett's and the other standard commentaries published by them, together with a number of other religious and devotional works.

Mr. James Miller will be notable at the Fair for his fine editions of the standard poets, and for his well-known illustrated juveniles, issued in their various styles of attractive binding.

Mr. E. B. Treat will have samples of his Centennial Games, designed to mingle some instruction in American progress with amusement; so as to make our year of jubilation one of profit, as well as of pleasure for the young.

Hurd & Houghton, in addition to their general line of art and standard, more especially press their later books and those shortly to be issued. These latter number Mr. Charles Francis Adams's edition of the letters of John Adams and his wife (some of the latter hitherto unpublished), which form the best of historical reading; Mr. Greene's graphic description of "The German Element in the War of American Independence;" Mr. Jarves's work on art in Japan, interesting both from its subject and author, etc. Mr. Holmes's new edition of "The Authorship of Shakespeare" will appeal at once to a large class of readers, as that subject can scarcely be too much written up; and Mr. Russell's "Library Notes" will find readers in all lovers of books.

Mr. Widdleton offers his usual list of standards, which hold good year in and year out. No stock is complete without Disraeli, Macaulay, Poe, and his other well-known lines, and these are peculiarly books that a really enterprising bookseller can push to advantage. The trade are too apt to neglect standard stock for

the fresh stock that does not promote real, steady book-buying nearly as much.

E. J. Hale & Sons call especial attention to their popular "Odd Trump" series of novels, which have had a remarkable run, and their lines of books by Southern writers.

Mr. Gill presents a notable promise for the holiday season, matching "Lotos Leaves" of last year with "Laurel Leaves" this. The new book is to be made up chiefly of articles from Boston authors, as the other was chiefly from New-York. "The Horn of Plenty" and "Many Treasures" will be cheaper books, but of great attractiveness, and the "Treasure Trove" series will be extended by other bright volumes.

The Harpers of course make the grand show of the Fair, with their full list of nearly 4000 samples.

Little, Brown & Co. will offer their stock of important miscellaneous volumes, the fine work on North-American birds leading the list of new books. Such standards as Parkman, Bancroft, etc., should always be kept in sight.

LITERARY AND TRADE NEWS.

We would call the attention of jobbers and retailers to an advertisement in our columns of a retail stock of books for sale. The party, we understand, desires to retire from the business, and would be very glad to sell the stock as a whole on very reasonable terms, rather than offer it at retail at reduced prices. It is a clean and well-selected stock, and is worthy of the attention of dealers, either large or small. We speak of personal knowledge in saying that the opportunity is no common one, and promises a profitable bargain.

An important enterprise is that undertaken by Henry Holt & Co., in reviving the Abridgment of the Debates of Congress. The first volume, 1874-5, is now ready, in shape uniform with the sixteen volumes of Benton's abridgment, 1789-1856, published by the Appletons. The plan of the work contemplates one volume per session, or two a year, which will include, besides the debates, the President's annual and special messages and proclamations, treaties, a complete list of acts passed by Congress, and important committee reports. If the current volumes pay, the series will be made complete by the issue of ten volumes linking Benton's with the present. Subscriptions towards this series are invited. In condensing the debates, Mr. Charles H. Jones, the editor, has endeavored to combine the best features of Hansard's and Benton's plans, under the advice of leading Congressmen. In this abridgment, the editor, by eliminating all routine and private business, gives a clear view of the course of each important measure. Digressions and repetitions in the speeches are cut out; otherwise the speaker is quoted directly.

We have received from M. Gray & Co. San Francisco, and Portland, Oregon, the following: "My Love has Gone a Sailing," ballad, by J. L. Molloy, 35 cents. "Memories of Home," song, by Fabio Campana, 30 cents. "Ballads of the Heart," a collection of songs by Felix Marti. No. 3, "The Miner," 40 cents; 7, "Wooing in the Lane," 35 cents; 8, "Ah me! How Fair," 35 cents; 11, "Where is Heaven?" 5 cents.

MR. EATON S. DRONE, who is one of several who are making a specialty of copyright subjects, and will have in the November *Scribner's* a paper on the rights of foreign dramatists under American laws, prints in the October number of the *American Law Review* a strong article headed, "Is Copyright Perpetual?" He answers the question broadly in the affirmative. His paper is an examination of the origin and nature of literary property, in which the broad ground is taken that production, which is first possession, or technically "preoccupancy," given by the great writers on natural law as the origin of property, holds as fully of literary as of corporeal products. The author has therefore not only a natural right to the products of his brain, but a right *in perpetuo*, and Mr. Drone argues that this is in no wise forfeited by publication. This theory was held as common law by English judges up to 1774. A governmental or public right under the doctrine of eminent domain can not be pleaded, because this doctrine has its vital principles in public use and due compensation, and literature is for public use only in the sense in which all kinds of wares may be said to be *pro bono publico*. "There is not a judicial judgment in England or America opposing this view which does not rest upon a divided opinion of the judges," and, concludes Mr. Drone, though "it is true that those who maintain this doctrine are in the minority, the minority in the right outlasts the majority in the wrong."

THE Rev. J. T. Newman, D.D., the government "Inspector of Consulates," has written a book on some of his wanderings, which Harper & Bros. will publish, "The Thrones and Palaces of Babylon and Nineveh, from the Persian Gulf to the Mediterranean Sea: A Thousand Miles on Horseback."

MESSRS. JAMES COCKCROFT & Co., of this city, formerly of Chicago, have opened a branch office in the latter city, at No. 7 Honore Block, for the sale of their publications, which will be under the charge of Mr. Frank Shepard, who has been in the law-book house of E. B. Myers for the last four years.

THE *Nation*, with its well-known passion for "sentimentalism," has absorbed the *Golden Age*.

The author of that happy hit, "One Summer," Miss Blance W. Howard, of Bangor, is about to pass two years of study in Europe. She will also do some literary work brought to her by the success of her charming story.

PROFESSOR GEORGE S. MORRIS, of the University of Michigan, who translated Ueberweg's "History of Philosophy," is writing an original work with the same title, which will be published by Scribner, Armstrong & Co. It will have an introduction by President Porter, of Yale. Professor Morris is still a young man, having graduated at Dartmouth, in 1861.

SEÑOR CASTELAR's new volume, in advanced preparation at Harper & Brothers, will include, besides "The Life of Lord Byron," which gives it title, papers on Hugo, Dumas, Girardin, Daniel Manin, and Thiers.

A NEW edition of Landor's works is promised by Messrs. Chapman & Hall, London, to which John Forster's memoir, revised, will be prefixed.

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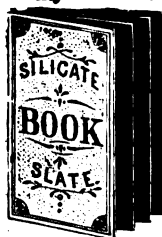
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VOL. VIII. No. 17.

NEW-YORK, October 23, 1875.

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NOTES IN SEASON.

Two books, of two noted authors, come from Osgood's this week — Longfellow's "Masque of Pandora, and other Poems," and Bret Harte's "Tales of the Argonauts, and other Sketches." These are such as make a market in the duller times. Mr. Longfellow's recent poems have been among the most popular he has written, and Mr. Harte's Californian stories are always popular.

"*The Catskill Faries*," the Harpers' holiday book, will be one of the most beautiful of the season. It is full of exquisite illustrations by Alfred Fredericks, whose Christmas books have made great hits lately, and the fairy tales seem to be very happy and charming.

N. TIBBALS & SON have just ready a third edition, enlarged and improved, of Reed's "Sabbath-School Scrap-Book," a collection of dialogues, recitations, addresses, etc., for anniversaries and like occasions, and will publish "The Homilist," by Rev. David Thomas, D.D.

In the new edition of Jowett's Plato, to be published at once by Macmillan & Co., the corrections are so considerable and important, and therefore desirable, that the criticisms of Mr. Smalley, on factitious new editions, are declared not to apply at all. The Prefaces to the Dialogues have been enlarged, and essays on subjects of modern philosophy having an affinity to the Platonic Dialogues, namely, Utility, Communism, and the Kantian and Hegelian Philosophies, have been introduced into several of them. The Analyses have been corrected, and innumerable alterations have been made in the text.

THE Supplementary Book Fair opened on Thursday morning, too late for extended notice in this issue. The attendance of publishers from New-York was general, and Philadelphia, Boston, and other places were represented. The two rooms were well filled with samples,

and considerable interest was manifested in the meeting. None but the members of the A. B. T. A. were permitted to buy; but most comers who were not already members, joined the association there. Especially large displays were made by the Harpers, Appletons, Scribners, Macmillan, and Routledge. Not many buyers were in the first day, but it was not expected that much would be done before the second or third.

The Stationers' Fair did not open till too late for present notice.

The Evening Post's "Bookmakers."

THE *Evening Post* has been printing for the past year an interesting series of articles on the bookmakers, the work chiefly of Mr. Bartlett, of its staff. The trade may be interested in the following index to the series, for which we are indebted to the courtesy of Mr. W. R. Sperry, its managing editor. Two or three more will conclude the series:

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2. D. Appleton & Co., ...	" 11, "
3. Scribner, Armstrong & Co., ...	" 18, "
4. G. P. Putnam's Sons, ...	" 25, "
5. James R. Osgood & Co., ...	Dec. 2, "
6. Lee & Shepard, ...	" 9, "
7. Hurd & Houghton, ...	" 16, "
8. Henry Holt, ...	" 30, "
9 & 10. Wm. Harding; Crocker & Brewster, ...	" 30, "
11. J. B. Lippincott & Co., ...	Jan. 6, 1875
12. Ivison, Blakeman, Taylor & Co., ...	" 13, "
13. Sheldon & Co., ...	" 20, "
14 & 15. E. P. Dutton & Co.; Collins & Bros.	" 27, "
16. Baker, Voorhies & Co., ...	Feb. 3, "
17 & 18. M. Cary; H. C. Lea, ...	" 10, "
19. G. & C. Merriam, ...	" 17, "
20. T. B. Peterson & Bro., ...	" 24, "
21. Dodd & Mead, ...	Mar. 3, "
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24 & 25. T. Elwood Zell; John Wiley & Sons, ...	" 24, "
26. J. B. Ford & Co., ...	" 31, "
27. Robert Carter & Bros., ...	April 7, "
28. D. Van Nostrand, ...	" 14, "
29. Estes & Lauriat, ...	" 21, "
30. G. W. Carleton, ...	" 28, "
31. A. S. Barnes, ...	May 19, "
32. William Wood & Co., ...	" 26, "
33. Baker, Pratt & Co., ...	June 2, "
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37. The University Press, ...	" 21, "
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39. R. Worthington & Co., ...	Aug. 4, "
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41. Claxton, Remsen & Haffelfinger, ...	Sept. 8, "

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Being and Seeming. A Romance. From the German of Ernst Wichert, author of "The Green Gate," etc.

THOMPSON, BROWN & CO.

The American Union Speaker. By John D. Philbrick, LL.D. *New ed., rev.* Cr. 8°, pp. 600. \$2. (Nov.)

D. VAN NOSTRAND, New-York.

Bridge and Tunnel Centres. By John B. McMaster.
Graphical Statics. By Prof. A. J. Du Bois.

WALLINGFORD PRINTING CO., Wallingford, Ct.

Foot-Notes; or, Walking as a Fine Art. By Alfred Barron, "Q." 16°, pp. 330. \$1.50.

H. T. WILLIAMS, New-York.

Household Elegancies. By Henry T. Williams and Mrs. C. S. Jones. Pp. 300. \$1.50. (Nov. 15.)

WILSTACH, BALDWIN & CO., Cincinnati.

Sherman's Historical Raid. The Memoirs in the Light of the Record, based upon Compilations made from the Files of the War-Office. By Gen. H. V. Boynton, Washington Correspondent of the *Cincinnati Gazette*. Sm. 8°. \$2. (Oct. 20.)

The Question at Princeton.

A LETTER, printed elsewhere, from the Princeton student whose name has become familiar to the trade in connection with Mr. McGinnis' "missionary efforts," brings up at once the question of the proper relations in the trade of the class of people he represents. Let us add that the gentleman in question called personally at this office and made a very open and manly statement of his position. He certainly represents the "college bookstore" at its best, and the case is therefore one in which the general issue may be most fairly discussed. We regret that any information which we have printed may have unintentionally misrepresented him.

As the case stands, this gentleman is willing to abide by the rules of the A. B. T. A., and is now selling at no better than ten off, at which rate, he claims, the regular dealer referred to offers books to the students. He is ready to cease this. He keeps a stock of such books as are commonly used in the college, and of stationery, and since for this purpose he pays for a whole room instead of "chumming it," the element of rent enters somewhat into the problem. He depends on his sales of books to pay his expenses while in college, and in this sense "makes his living" by bookselling. He has sold books for a year or more, but leaves college and the business next year.

The reform movement, as we have many times said, was never intended, nor has it been construed by its responsible authorities, to give color to any combination which should keep one man out to keep another in. This would be neither right nor wise, if it were possible. The life of trade is competition; the reform simply says that this competition shall be legitimate, and not the cut-throat system of running down publishers' prices, which must ruin a business necessarily based upon some such scale. But it does set forth as necessary to the development of the entire book interest, which is peculiar and distinctive in its commercial conditions, that the class which invests capital to represent the publishers' stock, and brings the experience and continuous vigor of professional work to their service, must have the margin to cover all this. This margin is no margin if given to others as well. The publishers look to the regular dealer to increase their sales by establishing a permanent depot of supplies, by keeping in stock not only the books of the day and those immediately required by his community, but their full lines of publication, and by studying and cultivating his business as his profession. general trade already fails to meet some

of these requirements, and it was to bring it into a healthful condition again that the A. B. T. A. was formed.

On the other hand, it is not possible to insist on all these as the business qualifications to obtain the trade discount. A new-comer in the trade, or one who carries a special stock, is equally recognized as entitled to it. The practical question is where to draw the line, or whether any line is to be drawn in this direction. If the regular dealer in a college town is assured that he shall not be undersold, that certainly ought to be sufficient for him to hold his own, and there is no cause for complaint in this direction. We are by no means sure that anybody who in any way makes a business of selling books, and is desirous to join and willing to abide by the rules of the A. B. T. A., can rightly be refused admission.

Any merchant, publisher, or otherwise, who understands his business, and is not so feverish for sales that he violates his judgment, will of course discriminate between different classes of his customers. One who keeps full lines of his goods, is a vigorous distributor for him, is of tried credit, and is permanently in the business, is certainly entitled in the nature of things to better terms than an amateur tradesman, who runs no risks to speak of for him, who does not promote business to any extent, and who is but a temporary customer after all. It is part of the demoralization of the trade that, in the anxiety to make or to hold customers against rival houses, this business principle has been so generally forgotten. Here is a definite advantage that the regular dealer in a university town, or anywhere, should have over the "college bookstore," variety store, or other quasi "members of the trade." Our college friend is certainly entitled to the advantages of a "large buyer," and providing he does not undersell or promote underselling, there is nothing to prevent his retailing what he buys. Whether the publishers would see fit to give him, even were he acknowledged a member of the trade, any better discount, is yet to be seen. Certainly, twenty per cent would be not far from the same to him that a third off is to the regular dealer, with his risk. But whether he is actually to be received as a member of the trade, we must leave to the authority of the trade itself, through its meetings or the Arbitration Committee.

THE New-England Booksellers' Association has taken a long step forward in a resolution given elsewhere. We trust the trade will see its force practically. Another lottery case is reported from Providence, the offending parties being, it is said, members of the A. B. T. A.

As to Mr. Henry C. Lea's letter elsewhere, it should be stated that the letter of the two Cleveland firms was sent to us some time before it appeared in print, possibly before the answer was received. Our statement of his position was drawn from his own personal utterances, as we understood them. All that is required of Mr. Lea is that he should request jobbers not to sell his publications to undersellers. Some of the jobbers claim that they have no moral right to do this, except on the direct authority of the publisher. This involves no "detective" work, and we do not understand why Mr. Lea, on his own showing, should hesitate to take the step. The Arbitration Committee has so far settled individual cases amicably and very satisfactorily, but it needs as a basis such a request as is asked from Mr. Lea.

Our apologies for the delay of the Uniform Trade List Annual have been so many, that we are as tired of them as our readers; but we must again shed complaints off our heads upon the dilatory publishers. The first difficulty was in obtaining the catalogues to index, and the next in obtaining them to bind. Twenty are even yet not in, though our Index is mostly in type. We are hoping now to issue the work shortly after the first of November, or at any rate, before 1881.

The trade will learn with pleasure that the business of the New-York house of Lee, Shepard & Dillingham is now resumed, Mr. Charles T. Dillingham having bought it out under his own name; and with regret that the Boston house has been compelled to take proceedings in bankruptcy. We trust the future will have brighter days in store for the well-liked gentlemen who compose the Boston house.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

The Question at Princeton.

To the Editor of the Publishers' Weekly:

DEAR SIR: In your issue of October 2d, my attention was called to your statement respecting the condition of the book trade in Princeton.

It seems hardly possible that Mr. McGinnis could have been prompted by malice aforethought to circulate the statements which your article contains. However this may be, it is impossible to harmonize them with the facts in the case. The first statement that I take exception to is this, namely: "The gentleman in question . . . went about among the classes, as soon as a new book was announced for college use, and collected cash for copies at, say, a third off." My exception is based upon the fact that, during my entire residence in Princeton, and my connection with this business, I have never received money for any book before the purchaser had obtained the same. Further, I have never sold any book—one sale excepted, made during the fall of 1874, and then at twenty and five off—for less than twenty off.

The other objectionable statement is: "Now, we don't believe in any definition of a bookseller that shall keep one man out and another in—a sort of 'ring'; but we do believe that a tried, sound member of the trade, who keeps a store and stock, ought to have a trade discount, and 'contrariwise not.'" The evident inference from this statement is, that Mr. McGinnis, the "Princeton missionary," is a bookseller, and that I, the student, am not.

While at the same time I know that it is impossible for any one to deny that a "bookseller" is one who sells books, yet I am willing to accept the popular definition—your own by the way—as one who keeps a store and stock, and by it show that I am legitimately employed. Robbed of all its concrete conditions, the abstract idea of a bookseller, then, comes to be: he who, on account of his business, is compelled to bear additional expense. This expense may be incurred by rent of store, carrying of stock, etc. It is hardly possible for any one to say how much stock determines the bookseller, any more than it is possible for any one to state what branch of the trade a man should enter. It may suit one to sell religious, another educational books, while a third finds it to his advantage, in connection with his stock of books, to keep stationery, wall-paper, frames, looking glasses, bats and balls, and even "soap and candles" if they would pay. Since these things are so, and since I am under the necessity of incurring double the expense I otherwise should on account of my business, and since I do keep a stock suited to my business necessities, I fail to see the line which divides my business from that of Mr. McGinnis. It seems to me a question of degree and not of kind.

Another point. Your article says: "Meanwhile Mr. McGinnis, as the leading bookseller of the place, was expected by the college authorities and the students . . . to lay in a stock of these books." This seems to imply that the above-named parties looked to Mr. McGinnis to furnish all the books required. Now, inasmuch as I carried on this business during the past year, and by the expectations of my fellow-students, and the kindness of the college authorities, I was led to expect that I should furnish some of the required books, and my hopes were well founded.

Permit me, in closing, to say that no one desires a healthy trade more than myself, and that I am perfectly willing to assent to all reasonable and businesslike conditions; but until Mr. McGinnis consents to abide by the known

rules of the A. B. T. A., I must use my own judgment for my own protection.

I thank you for your kindness, and sign myself
"THAT STUDENT."

PRINCETON, Oct. 13, 1875.

A Letter from Mr. Henry C. Lea.

To the Editor of the Publishers' Weekly :

DEAR SIR : On my return, after a ten days' absence, I see with some surprise, in the WEEKLY of October 9th, what is called an "open letter," addressed to me by two esteemed customers of mine in Cleveland. I think that you will agree with me in considering it hardly fair in these gentlemen to publish in this way a portion of a private correspondence while suppressing my answer. Their letter was received September 24, and on the same day I replied, repeating what I had previously written to one of them, "The only practical means of reaching your object is through the New-York Committee of Arbitration, established for this very purpose. A notice from them would doubtless be respected. It is only by some general system of this kind that an effectual remedy can be provided, for the ramifications of the trade are so intricate that no individual can follow them, and stop up all the holes."

The affair, moreover, is not without its comic aspect, for before this so-called "open" letter was published, the "canvassing agent" in question had written to me that he had come to an understanding with the Cleveland trade, and desired to know on what terms I would now supply him ; to which I had replied by return of mail that it had long been my rule not to fill general orders, for sales by canvassing, in places where I had customers in the regular trade ; that my former dealings with him had arisen from an oversight, and that I must decline to resume business with him. I ought, in justice, to add that he had been an exceedingly satisfactory customer, and always prompt in his payments.

That this matter should have been brought before your readers at all was, therefore, an unnecessary intrusion upon your space, and I would not have trespassed still further by noticing it, but for your kindly editorial remarks concerning me in the WEEKLY of October 16th, which somewhat misapprehend my position. I have consistently from the first declined to exercise coercion on any of my old customers in the regular trade, considering it both unbusinesslike and nugatory, for substantial reform can be brought about, if at all, only by systematic organization, and not by individual effort. So long as books are recklessly jobbed at publishers' wholesale prices, the refusal of a publisher to supply an offending retailer only drives the latter, as in this Cleveland case, to procure his stock at second or third hand, requiring a corps of detectives to ferret out his operations. For this I have neither leisure nor inclination, my business being to make and sell books, and not to spy out what my customers do with goods which they have honestly bought and paid for. When the A. B. T. A. was organized with its Committee of Arbitration, I hoped that it would be able, in all special cases that should be submitted to its investigation, to issue requests that would be generally respected—requests which I would respect so long as others

did so. Since then, when customers have complained to me of underselling, I have been in the habit of suggesting to them to refer all such questions to the Committee as the only practical mode of effecting their object. It appears to me self-evident that, if reform can not be brought about in this way, it can not be brought about at all, and I would counsel the trade to give this a fair trial, and endeavor to uphold the Committee in all that it may wisely seek to accomplish.

Regretting that I should have been obliged to trench upon your space with matters of private business, which rightly should have no interest for the public, I remain,

Very respectfully, HENRY C. LEA.

PHILADELPHIA, October 19, 1875.

The Reform in Philadelphia.

A PHILADELPHIA correspondent writes: "The reform movement here works smoothly so far, and our retail sales for September and October show a considerable increase over the corresponding months of last year. A few slight differences among the trade have been amicably adjusted."

TRADE MEETINGS.

Central Booksellers' Association.

[OFFICIAL MINUTES.]

MINUTES read, approved. Committee on Membership reported progress.

Resolution offered by Mr. Barnes, and adopted :

"That a committee of three be appointed to ascertain the facts with regard to the cases of alleged underselling, and if such underselling is found to be practised, to request the parties in the name of this Association to desist, and in case they refuse, to notify the publishers and jobbers of the books undersold, and request them to withhold further supplies from the offending dealers, either directly or through jobbers, until they conform to the resolutions of the Association ; and this committee are instructed to act in harmony with the Arbitration Committee of the A. B. T. A."

Committee: Messrs. Simmons, Lockwood, and Pratt.

On motion of Mr. Putnam, a committee of four was appointed to co-operate with Centennial Committee of A. B. T. A. Committee: Messrs. Putnam and Appleton for New-York, and Lee and Ticknor for Boston.

Resolution offered by Mr. Putnam and adopted :

"Resolved, That the attention of Messrs. Geo. A. Leavitt & Co. be called to the regulation of the A. B. T. A. (under whose auspices the book fairs are held), that none but members of the A. B. T. A. can be permitted to contribute to, or to purchase at, the October and subsequent fairs ; and that the Secretary of the C. B. A. be instructed to convey the resolution to Messrs. Leavitt."

Resolved, on motion of Mr. Clapp, that the Secretary be instructed to reply to the communications of Messrs. Hammett and Paul, to the effect that the Association does not at present

consider it advisable to deal with the question of jobbing rates.

Resolved, on motion of Mr. Clapp, that the communication of Mr. Wetmore be referred to the special committee of three, of which Mr. H. E. Simmons is chairman.

Adjourned.

F. H. DODD, *Secretary.*

New-England Booksellers' Association.

(FIRST REGULAR MEETING.)

THE first regular meeting of the New-England Booksellers' Association was held at the Parker House, Boston, on Wednesday, October 20th, at 10.30 A.M. Members of the association were present from the States of Maine, New-Hampshire, Massachusetts, Rhode Island, and Connecticut.

The President, Alexander Williams, Esq., of Boston, called the meeting to order.

The records of the former meeting, giving an account of the organization of the association, were read by the Secretary.

The President welcomed those present, stating that in calling the first meeting, the trade generally had been invited to be present, trusting that the liberal invitation so extended would be the means of increasing the number of members, and thereby enlarging the usefulness of the association. His remarks were very encouraging to the meeting, showing, as they did, an improved state of the book business wherever the members had acted in co-operation in living up to the rules of the association. The fact that Boston had lost trade by keeping to regular retail prices, he said, would be made up by the increase of trade with the local bookseller, and he enjoined upon members to persevere in their determination to act in harmony and wisely in all their deliberations.

Mr. S. F. Nichols, of Boston, one of the Executive Committee, stated that he was a member of a sub-committee who had called on the trade in this city, and they had met with great success. The trade, with some few exceptions, had signed the constitution, and become members.

Mr. J. L. Hammett, of Boston, chairman of the Arbitration Committee, reported that, as far as the observation of the committee had extended, the objects of the association had been secured, and although much remained to be done before bookselling can be entirely rid of all the objectionable features which have for years attended it, still what had been gained gave reason to hope that the time was not far distant, when the justice of the cause would be realized, and every member in the trade would be a member of the association.

Mr. Dana Estes, of Boston, presented the following resolution:

Resolved, That the advertising or retailing of books at wholesale prices, or the giving of prizes to purchasers of books, is an evasion of the spirit and letter of the constitution and by-laws, and we call upon each and every member of this and all auxiliary organizations, whether jobbers, retailers, or publishers, to refuse to sell any person who thus violates this rule.

Remarks were made by Messrs. Draper, of Andover, Tibbitts, of Providence, Campbell, Lockwood, Clarke, and Estes, of Boston, in favor of the resolution, and it was adopted.

Stationers' Board of Trade.

A MEETING of the Board of Directors of the Stationers' Board of Trade was held Monday, October 18th, 1875, when the following by-laws were adopted:

BY-LAWS.

I. COMMITTEES.

The Board of Directors, at their first annual meeting, shall choose the members of the Arbitration and Finance Committees. The Chairman of the Finance Committee shall be the Vice-President. The members of these committees shall hold office for one year, or until their successors are elected. Vacancies may be filled at any regular meeting.

II. DUTIES OF OFFICERS.

1. The President, or in his absence the Vice-President, shall preside at all meetings, and it shall be their duty to exercise a general supervision over the interests and welfare of the Board of Trade, and for this purpose the President shall be *ex officio* a member of all committees.

2. The Secretary shall notify each member of the Board of Directors of all its meetings, and each member of the Board of Trade of every meeting of the Board; issue all other authorized notices to members; make and keep a true record of all meetings of the Directors, and of the Board of Trade; have custody of the Constitution, By-laws, and conduct its correspondence.

3. The Treasurer shall be charged with the collection and custody of the funds of the Board of Trade, and their disbursement, under direction of the Finance Committee, and keep book of record of all receipts and disbursements, make quarterly reports to Board of Directors, and an annual report to the Board of Trade at their annual meetings.

III. THE ARBITRATION COMMITTEE.

1. This committee shall consider and decide all mercantile disputes which may arise between members, or between parties claiming by, through, or under them, which may be referred to it by a mutual agreement, in writing, that the decision of such committee shall be binding and final.

2. They shall have power to call for books and papers, to hear testimony, and all expenses incurred shall be borne by the disputing parties.

IV. THE FINANCE COMMITTEE.

1. This committee shall thoroughly investigate and file all particulars of information as to the mercantile standing of those dealing or desiring to deal with the trade.

2. The names of all communicants of information shall be kept inviolably secret.

3. The bureau of credits and collections shall be under their special supervision.

V. MEMBERS AND THEIR ELECTION.

1. All nominations for membership of the Board of Trade must be made in writing and submitted to the Board, who shall make all such elections by ballot. The election shall take place at the regular meeting following the one in which nominations have been made, and notice thereof shall be given with the notice of such meeting, and it shall be necessary for

election to receive the votes of two thirds of the members present.

2. Each member, on being elected, shall pay the sum of ten dollars as his initiation fee, and the sum of twenty-five dollars as his dues from the time of his election to the next annual meeting, and for each year thereafter the sum of twenty-five dollars in advance.

VI. THE BUREAU OF CREDITS.

1. All parties dealing, or desiring to deal with any member of the Board of Trade, shall be requested to make a statement in regard to their responsibility and standing to the Secretary, who shall file the same and obtain such other information as may be desired, which, on application of any member of the Board of Trade, shall be communicated.

2. Information shall be obtained through correspondents and through the confidential statements of business houses.

3. All information shall be recorded.

4. Such information must in no case be communicated by any member to one outside of this organization.

VII. THE BUREAU OF COLLECTIONS.

1. This Bureau shall offer facilities for the collection of accounts coming due and accounts past due.

2. It shall be the duty of the Finance Committee of the Board of Trade, as soon as an account past due shall be sent in for collection, to notify all the members of this organization that such an account has been sent in for collection, in order that other firms may send in their accounts as well.

3. Neither the name of the firm to whom the account is due, nor the amount shall be disclosed.

4. That in all such collections, all firms sending in their accounts on such notification shall share and share alike in all expenses, and in all that may be recovered from the debtor, *pro rata*, according to the amount of his indebtedness to them.

VIII. ORDER OF BUSINESS.

1. Calling of the roll.
2. Reading of minutes of previous meeting.
3. Reports of Standing Committee.
4. " " of Special " "
5. Elections.
6. Unfinished business.
7. New business.
8. Reading of minutes.

IX. AMENDMENTS.

1. These by-laws may be amended at any meeting of the Board of Directors, by a vote of two thirds of the members present. Notice of proposed amendments must be given in writing, at the meeting previous to that upon which they are acted upon.

A Finance Committee was elected, as follows: Benj. Lawrence, J. G. Bainbridge, and G. L. Pease. The following Arbitration Committee was also elected: Charles T. Bainbridge, Melvin Hard, W. T. Pratt, T. V. Smith, and J. F. Anderson, Jr.

NOTES AND QUERIES.

WANTED.—The title, date, and place of publication of the first newspaper printed in this try. J. K.

The Lee & Shepard Affairs.

THE creditors of Lee & Shepard held an adjourned meeting, on the call of the house, Monday morning, at the Boston store. Mr. C. L. Fairchild, of S. D. Warren & Co., having been called to the chair, and Mr. W. T. Adams ("Oliver Optic") to the Secretary's post, Mr. Shepard said:

When we adjourned two weeks ago last Thursday, subject to a call to meet again made by us, we distinctly understood that the adjournment was made in order to see if we could arrange to pay such parties who either from necessity or choice would like 15 per cent cash instead of 20 per cent credit on time. We have made these arrangements, and now make the following proposition, viz.: Our notes for 20 per cent to our order, payable in 3, 6, 9, 12, 15, 18, 21 and 24 months, from November 1, without interest. The last payments secured by satisfactory indorsement, or 15 per cent cash. We would, for obvious reasons, much prefer to have you take the notes, and think that when we offer indorsement on the last three we meet the objection made by Mr. Osgood when he said he would rather have 15 cents cash than 20 cents in notes, because he doubted our ability to meet the note. No one with reason can question as to the earlier ones, and the last three being secured, we think the objection to this mode of settling is met.

Mr. Osgood said that there was a misunderstanding in regard to his position. He certainly did not say, or, at all events, did not intend to say, he would accept either alternative in the proposition. He did say distinctly that of the two he should prefer the fifteen cents cash, but inasmuch as some gentlemen who listened to his feeble remarks at the other meeting seemed to have misunderstood him so far as to understand that he said he would take fifteen cents cash, he deemed it proper to make the correction, and to state that, whatever he might have said to convey the idea, as an alternative, if that alternative were presented, he should prefer the cash.

Mr. Shepard replied that he had understood Mr. Osgood to accept one of the propositions, and he deprecated forcing his house into bankruptcy, as it could then pay only less.

Mr. James Miller said he would like to see the proposition accepted, and he offered a motion to that effect, which was adopted.

Mr. Lee said that the paper offering 20 cents had been presented to the different creditors, and it had been very largely and generously signed, and all but two had preferred the twenty per cent. There was one little remark he would wish to make, although he hardly knew as he ought, but, having stood before them thirty-nine years in his business, he thought he could say no man would be more happy to receive more than twenty cents than the firm would be to pay it. If fortune prospered it in the future it would be the brightest feather they could possibly put into their hats if they could come forward and pay more, as a matter of business policy independent of moral obligation. That was the understanding which every man could take, as if the firm was legally bound: that if it found it could pay more than 20 cents, after it had paid the 20 cents in instalments, the additional money would be the creditors'. He then read the formal document drawn up in ac-

cordance with the proposition, and invited all who had signed the old agreement for unsecured notes to transfer their signatures to this new and more advantageous instrument.

Mr. F. Bazin, for the firm of E. Fleming & Co., the second largest creditors, was the first to sign, and a large number of others promptly followed.

The next day, however, an attachment was issued on the suit of Jas. R. Osgood & Co., and the Sheriff was put in possession of the stock. The firm is therefore compelled into bankruptcy proceedings.

MR. CHAS. T. DILLINGHAM has issued the following card :

678 BROADWAY,
NEW-YORK, Oct. 15, 1875.

I take pleasure in informing you that I have purchased the entire stock of Lee, Shepard & Dillingham, and succeeded to their business, and I hope to receive such orders as you may be willing to intrust to my care, assuring you that they shall be promptly executed.

CHARLES T. DILLINGHAM,
Late of Lee, Shepard & Dillingham.

BOOKS RECEIVED.

DISCOURSES ON ARCHITECTURE, by Viollet-le-Duc ; translated by Henry Van Brunt. (James R. Osgood & Co.) These discourses on the theory of architecture, from the pen of an ardent student of art and a practical architect, form one of the most important and valuable art-volumes, and one of the most fascinating contributions to the literature of to-day, of any works of a similar nature published in a long time by an American house. Aside from their practical worth to all students and architects, they are so gracefully and charmingly written, and display so abundantly the gifted and cultured mind of the author, and the wealth of resources he has drawn from in giving them to the world, that they stand as something unique in literature, and unapproachable almost as an exhaustive and suggestive treatise upon this science. The aim of M. Viollet-le-Duc seems to be to awaken a new independence in architectural design. Taking up the history of architecture from the earliest period, he carefully reviews the great works of the Greeks and Romans, of the Christian era, of the Renaissance, and of our own times ; bringing to his task the ardor of an artistic mind, and a remarkably clear and sound intellect, he analyzes and classifies all these various styles, appealing at the same time strongly to the reason and philosophy of the student seeking for the truth in art, against the tyranny of tradition and usage in the matter of architectural design. His theories can not but awaken a vivid interest in the practical architect, and will, if followed, work a great revolution in design. Again, we commend the work heartily to all art-lovers and cultivated readers—its rare charm can only be thoroughly appreciated by such. The numerous wood-cuts and engravings which embellish it place before the reader some of the most celebrated ruins of antiquity and notable buildings of the present day. 8vo, cloth, \$8.

THE YEARS THAT ARE TOLD, by Rose Porter. (A. D. F. Randolph & Co.) The delicacy of sentiment, the refinement and tenderness which

characterized Miss Porter's previous works, are revealed in perfection in this charming story. The story is the life-history of a Christian woman, told by herself in the beautiful "even-tide" of her life. It begins with her childhood, or "day-dawn," and carries the reader through the "morning," "noon," and "afternoon" of her existence ; relating her troubles and joys and sorrows, and deducing a moral from all of them. 16mo, cloth, \$1.25.

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LITERARY AND TRADE NEWS.

THE new Italian book of Aug. J. C. Hare, "The Cities of Northern and Central Italy," which Messrs. Daldy & Isbister promise, will be in three volumes. It begins with Genoa and the Riviera, and ends with Foligno.

CASELL, PETTER & GALPIN will publish a new Dictionary of Cookery, illustrated with colored plates and numerous wood engravings.

MR. FARJEON'S Christmas story for 1875 will have the title of "An Island Pearl."

AMONG the forthcoming volumes of the International Scientific Series will be one on "The Five Senses of Man," by Prof. Bernstein of Halle.

SEVERAL years ago Mr. Carleton was seized with the belief that a burlesque of the popular almanac, such as the "Old Farmers' Almanac," to which New-England pinned its meteorologi-

cal faith, would be remunerative. He suggested the idea first to "Artemus Ward," afterward to "Orpheus C. Kerr," and next to "Doe-sticks," but none of them thought favorably of it. An arrangement was at last made with "Josh Billings," and so the "Allminax" came about. Nearly 150,000 copies were sold the first year, and almost as many since, and though the retail price is only a quarter, Mr. Shaw is said to have received \$7000 the first year, and over \$30,000 in all. The new number is almost ready, with some outrageously absurd silhouette illustrations of the months.—*Tribune*.

VAN NOSTRAND'S little *Bulletin* for October contains a partial bibliography, to be continued, on explosives and explosive compounds. The *Bulletin* is a necessity to readers of scientific literature.

THE articles by Prof. A. J. DuBois upon "Graphical Statics," which have been contributed to Van Nostrand's *Eclectic Engineering Magazine* during the present year, will shortly be reprinted in book form and published by Van Nostrand.

MR. R. A. PROCTOR'S new work, or one of them, is announced by Messrs. D. Appleton & Co., under the title of "Our Place among Infinities: A Series of Essays contrasting our little Abode in Space and Time with the Infinities around us."

JOHN BURROUGHS, the naturalist, has written another out-of-doors book, to follow his "Wake-Robin." "Winter Sunshine" is the promising title. Hurd & Houghton will publish it.

ANOTHER novel by Mary C. Hay, author of "Old Myddelton's Money," is in press at Messrs. Harper & Brothers: "Victor and Vanquished."

"GAIL HAMILTON'S" new volume (Gill) will preach "Sermons to the Clergy."

A COLLECTION of essays by Mr. John Fiske is to be published by Messrs. James R. Osgood & Co.

A NEW book by Thomas Hughes, on "The Economy of Thought and Thinking," is promised.

ANOTHER novel by Anthony Trollope, "The Prime Minister," will soon appear.

MR. JOAQUIN MILLER'S second novel, "The One Fair Woman," is already announced for publication in London.

THE British Government has appointed the following gentlemen Royal Commissioners to inquire into the operation of the laws of copyright: Lord Stanhope, Lord Rosebery, the Hon. R. Bourke, M.P., Sir H. Holland, Bart., M.P., Sir J. Rose, Bart., Sir C. Young, Bart., Sir Julius Benedict, Sir Louis Mallet, C.B., Sir Drummond Wolff, M.P., Mr. Daldy, Mr. T. H. Farrer, Mr. F. Herschell, M.P., Mr. Jenkins, M.P., Mr. Fitzjames Stephen, Q.C., Dr. William Smith. It is thought the Commission will meet to take evidence in January. They are meantime to read Mr. Reade's letter to the *Tribune*. When is Mr. Reade's novel on international copyright to make its appearance?

A NEW variorum edition of Shakespeare, under the editorship of Professor Leo, of Berlin, who has engaged with him a number of young men, is announced, and lest there are many notes which may escape him, contributions are desired from outside sources.

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The Cost and Prices of Books.

In a recent issue of the *New-York Observer* appeared a paragraph, based on an editorial article in the *Chicago Tribune*, as follows :

A book that sold before the war for \$1.25 now brings \$1.75 and \$2. Publishers' discounts to jobbers and retailers have not changed. They range from 33½ to 42 per cent. The retailer can sell from 20 to 30 per cent below the rates asked, and still make a living profit. He is forbidden to do so, however, by the trade union to which the leading publishers belong. The result of this is that literary men are buying as few American books as possible, and are filling their shelves from foreign markets. Public libraries are doing the same thing. It is next to an impossibility to regulate trade by combination. Competition is the life of business, and in the long run steady perseverance in doing the fair thing wins success.

We will not be so discourteous as to begin a game of "tit for tat" by asking the *Observer* how it is that it has raised its rates during the same time from \$2.50 to \$3 and postage, an advance of at least 20 per cent, or calling names at the *Chicago* daily, because the daily papers generally have doubled their selling prices and trebled their advertising rates, though this goes far ahead of any of the "outrages" of the book trade. Every journalist who knows any thing of the business side of his newspaper, knows that there is good reason for this, and moreover, that it is probably earning less returns on the investment than under the old rates. A candid journalist will see that most of the causes which have compelled this advance among the newspapers operate also in the book trade, and that it is decidedly a question of throwing stones from glass houses.

We are now collecting, from various publishing houses of experience, actual facts as a basis for several careful articles on the cost and price of books, for which we shall ask the especial attention of the trade, and a fair hearing from all interested in books. We shall not therefore enter now into the question at length. But it should be said that the statements on which the conclusion quoted above is based are quite mistaken. The writer erred either from thoughtlessness or ignorance. As to the cost of books—paper is about the same as before the war ; other materials, labor (which is a very large element), rent, clerk hire and other office expenses, advertising and distributing, and the actual copyright to author per volume, are from 50 to 200 per cent higher. Moreover, the price of books never advanced proportionately with the price of many of the materials. Where

books are now especially high in retail prices, as in the case of some juveniles, it is chiefly because of the evil the reform is trying to cure ; the public appetite for discounts has caused prices to be made high enough to cover the discounts. Now that retail prices are becoming the rule, this will cure itself by a wholesome competition ; the public will have the good sense to weigh a book by its worth, and let exorbitant ones alone, and we hear that the Philadelphia trade has lately refused to buy a line of juveniles, though large discounts were offered, because the retail prices are too high. We agree with the *Observer* that this competition is the life of trade, and the reform is promoting this kind of competition. These critics seem, however, to have overlooked the fact that the fall in paper has been allowed for by many publishers, who put a book at \$1.50 now, when some time since it would have been \$1.75.

Those who say that a bookstore can live at 15 per cent are simply ignorant of the facts. In most cases, where a bookseller knows how to calculate his expenses, and includes therein his great depreciation of stock, this does not more than or quite cover expenses. As to the exodus of library orders to England; we do not find facts bearing out the theory. In truth, foreign books are much higher even than American copyright books, while our "pirated" editions are incomparably cheaper. But of all this we shall write more in detail hereafter.

THE Western rates of jobbing have been broken into by a new scale issued by the *Chicago* jobbers, several per cent lower than that of the "Western Booksellers' Association." We do not know whether this step was taken under such notification as fulfilled the provisions or the courtesies of the association, but we trust so. The reason put forward is that *Chicago* is not doing that town's share of the Western business to which its position entitles it. The *Chicago* idea is evidently that the jobbers of smaller centres can not afford to do business at five per cent—and, undoubtedly, they can not ; indeed, we do not see that the largest houses can safely do business on this margin, except they have some other business to cover rent and store expenses for a jobbing department, and do the bad book-keeping of

throwing these items out from the jobbing accounts. Under this competition, the smaller jobbers will be in a dilemma; they must either stick to what local business they can get at living rates, which is the soundest policy, or meet the Chicago rates, and ultimately go under as jobbers, unless Chicago jobbers overestimate their staying power, and should go under first. The step does not seem to us very wise at the best. This break-down does not directly touch the reform, for we have always pointed out that the function and commission of jobbers is based simply on the question of service to the publisher on the one hand, and to the retailer on the other, and was not therefore a question much involved in the general trade organization. But we had hoped the reform had taught the trade the unwisdom of doing any kind of business on such insufficient margins. The publishers have been appealed to by the smaller Western jobbers; the question, as it comes before them, is chiefly a matter of business relations and caution: whether it is wise to centralize business so completely as Chicago would like—in other words, to put all the eggs in one basket—and whether such low margins in selling goods justify confidence in giving large lines of credit and “bottom prices.” The record of Lee & Shepard has called especial attention to this point.

THE Boston house, we are glad to state, has resumed; that is, the Bankruptcy Court places entire confidence in the integrity of Messrs. Lee & Shepard, and permits them to carry on their business for the benefit of their creditors, which, it seems to us, is the most satisfactory arrangement possible. The house hopes now to effect a composition with its creditors at 25 per cent, and to be out of bankruptcy again by December 1st. The explanation of its unfortunate showing, and the misapprehension of its real condition by the partners, seems to be that it failed to allow for the depreciation of stereotype plates—in which there are too many in the trade who couldn't throw the first stone with a very good grace—and did not count in among expenses the terrible interest account running dead against it, caused partly by the fire misfortunes, but still more by doing too large a business for the real capital, and having thus to pay exorbitant amounts for more when it came to a tight place. The trade can, we hope, afford to condone this mistake, although it pays dear; the lesson has been a good one to the trade at large, and the partners are active and valuable men, especially in the distributing trade, who are not likely to make this mistake again. We call especial attention to their announcement in another column.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

How Much to Expect of Booksellers.

—, Oct. 27, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: I have been reading with attention all the letters upon the state of the book trade which have been published in your valuable periodical. An experience of nearly thirty years as a practical bookseller in all branches of the trade has painfully convinced me of the shortcomings of booksellers' assistants, and of their employers also. The fact is that a ready and retentive memory for books is a special natural gift, and those who possess it can generally do better than remain in a trade which offers so few opportunities for acquiring wealth, while demanding the most unremitting attention to detail to secure even a livelihood.

Your correspondent of Oct. 16th, "Subscriber," is, however, a good type of a class of people who expect from booksellers and booksellers' clerks a knowledge of the whole range of literature, which is seldom possessed by close students. If he went into a bookseller's shop, and asked simply for the "Summa" of St. Thomas Aquinas, as he seems to have done, he did not deserve to get it, and was moreover guilty of a piece of piggishness. He might have asked a great many clergymen (not Roman Catholics) about the "Summa" without getting intelligent answers. I don't think that even among the "intelligent" publishers there are many well enough up in scholastic theology to know any thing at all about the "Summa." I fancy that it is by no means a common book in New-York, or even in London, separate from the complete works of St. Thomas. It is not translated, I believe, into English, and could be readily obtained only upon the continent of Europe.

It often happens that a man who is reading up some obscure subject (or even some science) expects to find clerks in bookstores as familiar with the literature he is reading in as he is himself. This is to expect too much. If any one takes up astrology or alchemy, he must not go into his bookseller and casually ask for "Lilly" or "Albertus Magnus," of whose existence perhaps he himself has only just become aware. A bookseller's clerk should be familiar with the current literature of his native tongue, and is inexcusable if he does not know all the books in his employer's shop; but to expect the knowledge of a Plato combined with the tact of a Chesterfield is too much. Such acquisitions are too valuable for so unproductive a business. A grocer is expected to know only the kinds of sugar in actual use. No one finds fault with a grocer's clerk who is ignorant of those other sugars which are familiar only to the chemist.

The real truth is that all parties have been

conspiring to drive every intelligent man out of the book trade, and unless the reform is carried out, they will succeed. If customers took as much trouble to get a dollar's worth of sugar direct from the large refineries as they do to get a dollar book directly from the publishers, one could see some reason in it, but as it is, while customers expect booksellers to be omniscient and have their brains pumped gratis, they have been conspiring with the publisher to starve them out. Yours truly, BOOKSELLER.

TRADE MEETINGS.

The Centennial.

PHILADELPHIA, Oct. 25, 1875.—A called meeting of the committee appointed by the A. B. T. A. to further the interests of the book trade at the approaching Centennial Exhibition was held in Room 18 of the Presbyterian Board of Publication House, Mr. J. B. Lippincott in the chair. Present: Messrs. Lippincott, Black, Wood, Blakiston, and Coates. The appointment of a committee by the Central Booksellers' Association to co-operate with us was announced. An informal discussion ensued as to the authority, rights, and duties of the committee, and it was resolved to consult with the officers of the Centennial Commission on the subject. On motion, adjourned to meet at the call of the Chair.

HENRY T. COATES, *Sec.*

PHILADELPHIA, Oct. 28, 1875.—A special meeting of the committee was held at No. 822 Chestnut street, Mr. J. B. Lippincott in the chair. Present: Messrs. Lippincott, Black, Remsen, Blakiston, and Coates, and Messrs. W. S. Appleton, G. H. Putnam, and B. H. Ticknor, of the committee appointed by the Central Booksellers' Association, and Mr. N. R. Monachesi, Secretary of the Executive Committee of the A. B. T. A. A ground-plan of the Exhibition was shown, and it was resolved to ask for the section marked on the plan with red ink. It was also resolved that this section should be arranged with tables of ten feet in width, running across the section, with avenues of about 4 feet in width between them. On motion of Mr. Remsen, a committee was appointed for the purpose of ascertaining what classes of contributors properly belong to the book department. Messrs. Remsen, Blakiston, and Monachesi were appointed, with instructions to report at the earliest moment. Mr. Putnam moved that all plans of contributors for cases in exhibiting their books should be submitted to this committee for approval, and that the Secretary should notify contributors of the resolution, together with such recommendations as may, in the judgment of this committee, seem advisable. Mr. John A. Black and George Wood were appointed to revise and adjust the space asked for by the contributors. Messrs. James T. Fields, H. O. Houghton, George W. Childs, and T. J. Dreer were requested to act as a committee to collect and arrange autographs, memorials of authors, and such relics and curiosities as will be of interest to the visitor to the Book Department. The Secretary was authorized to publish a synopsis of the proceedings of the meeting in the *PUBLISHERS' WEEKLY*. Adjourned.

HENRY T. COATES, *Sec.*

PHILADELPHIA, Oct. 29, 1875.—A special meeting of the committee was held at No. 822 Chestnut street, Mr. J. B. Lippincott in the chair. Present: Messrs. Lippincott, Remsen, Blakiston, and Coates; also, Messrs. W. S. Appleton, Putnam, and Ticknor, of the committee appointed by the Central Booksellers' Association, and Mr. Monachesi, Secretary of the Executive Committee of the American Book Trade Association. The minutes of the two preceding meetings were read and, after some slight correction, approved. Mr. Blakiston, from the committee appointed to ascertain what classes of exhibitors properly belong to our department, and to select such as they deemed best, reported that they had consulted with the Centennial Commission, and arranged that all applications for space in Department III., Education and Science, should be referred to us, and that all applications rejected by our committee should be referred back to the Commission; and that, as soon as our committee can estimate the amount of room required by our department, and report to the Commission, they will determine what space they can allot, and inform us. That floor-room *only* will be furnished, and that tables must not be over two (2) feet ten (10) inches in height, and the cases must not be higher than fifteen (15) feet from the floor. All arrangements for the mode of exhibition, cases, etc., to be determined by our committee. They also recommend that the tables and passage-ways should be uniform, and run across the section, on account of the better side-lights. On motion, the time for the receipt of applications was extended to the 15th of November. After some discussion, the width of the tables was reduced to six (6) feet. Adjourned.

HENRY T. COATES, *Sec.*

BOOKS RECEIVED.

MABEL MARTIN, by J. G. Whittier. (James R. Osgood & Co.) "Mabel Martin" appeared in part some years ago, under the name of "The Witch's Daughter," in Whittier's "Home Ballads." He modestly apologizes for its reappearance, but considers the beauty of the illustrations a sufficient reason for giving it again to the public. We do not think the public will consider excuses in order: the poem is a lovely one, and with the additions that have been made to it, stands forth as a perfect gem. Its claims to consideration are strong enough to stand apart from the illustrations, which are, nevertheless, in the most artistic style, and by the same artists who last year embellished "The Hanging of the Crane." The story of "Mabel Martin" is peculiarly touching and pathetic, and is given with the rare combination of power and tenderness which is the chief characteristic of Whittier's style. In contrast with the present uprising psychological school of poetry, with its profound analysis and its almost unmasterable problems, this simple love story, with its homely yet picturesque surroundings, appeals strongly to the heart and imagination, and touches a chord which will win for it love and admiration wherever Whittier's name is known. The beauty of the get-up of the volume is really unique. The illustrations, by Mary A. Hallock, A. R. Waut, and T. Moran, are thoroughly in character and fully interpret the text. The pa-

per, the binding, the printing, and the engravings by A. V. S. Anthony, under whose supervision the volume was prepared, are all in exquisite taste, and reflect the greatest credit upon the publishers. It seems superfluous to say that the volume will be one of the most sought-for holiday books. Sq. 8vo, cloth, fully gilt, \$5.

THE CATSKILL FAIRIES, by Virginia W. Johnson. (Harper & Bros.) Within these dainty covers is related the story of a little boy named Job, who, left alone by his grandfather one December evening, up in their little home on the Catskill mountains, is snowed in by a storm which comes up unexpectedly. Little Job is frightened and lonely, but tries at first to bear up bravely, but finally bursts into tears; then the old clock, which has ticked for years in the corner, and his pet Angora cat both find voices to console him, and beg him to wipe his eyes and listen to the stories they have to tell him. Thus one story after another is introduced, all told by familiar objects in the room; then the fairies come trooping in from the enchanted regions around the Hudson, made memorable through the exploits of Rip Van Winkle. They relate the most fantastic stories, and charm little Job so completely that his grandfather returns and is heard making his way through the drift before he has realized at all the lapse of time. The pretty conceits of the stories, the bright way in which they are told, and their odd humor and quaint mingling of fact and fancy, make the volume one of the loveliest specimens of a child's book one could imagine. The charming illustrations by Alfred Fredericks must not be overlooked; they embellish every page, and render the stories doubly attractive. The binding and general get-up are very beautiful, and exceedingly dainty. 8vo, cloth, gilt edges, \$3.

HOME PASTORALS, BALLADS AND LYRICS, by Bayard Taylor. (James R. Osgood & Co.) Bayard Taylor's reputation has been made more through his prose than his poetry; if, however, he had never written any prose, he would be known as one of our most favored poets. His verses are simple and pathetic, descriptive mostly of his own home life and surroundings, refined in sentiment, and elevated in tone. These are especially marked by their melody, and the grace and tenderness which pervade them; they can not fail to give great pleasure to his many friends. The volume also contains his "Gettysburg Ode," and verses on "Shakespeare's Statue" and "Goethe." 12mo, cloth, \$2.

LITTLE CLASSICS, edited by Rossiter Johnson. Vol. 16, **AUTHORS**. (James R. Osgood & Co.) The addition of this volume to this popular series is a capital idea. It contains biographical sketches of all the authors represented in the series, and a general index of all the poems and prose, giving the author, volume, and page. It is an indispensable adjunct to the series, and will prove a most useful little book of reference. \$1.

ANCIENT PAGAN AND MODERN CHRISTIAN SYMBOLISM, by Thomas Inman, M.D. (J. W. Bouton.) This is a second edition of a valuable work, considerably enlarged and revised by Mr. John Newton, who also contributes an essay on Baal Worship, on the Assyrian sacred "grove," and other allied symbols. The contents of the volume consist simply of plates

with descriptions. No dissertation or argument is entered upon, the author confining himself to an explanation and analysis of ancient symbols, and their present use and form in modern Christian worship. The plates are taken from a larger work of the author's, "Ancient Faiths embodied in Ancient Names," where the whole subject is fully discussed. 8vo, cloth, \$3.

MR. MACKENZIE'S ANSWER, by Faye Huntington. (National Temperance Soc.) A story of fashionable American life, in which the subject of intemperance, of course, plays an important part. One of the most interesting stories of the kind we have read. 12mo, cloth, \$1.25.

THE RAPIDS OF NIAGARA, by the author of "The Wide, Wide World." (Robert Carter & Bros.) Mr. and Mrs. Candlish, Maggie, Meredith, and Uncle Eden, all returned from Jamaica, are again the prominent characters of this new volume of "The Little Camp on Eagle Hill" series. The "naughty boy" is personified by one Bolivar Dexter, who kills Maggie's dog, and almost loses his own life in the Rapids of Niagara. The illustrations of the Lord's Prayer are continued in it, the portion under examination being, "forgive us our trespasses, as we forgive those," etc. 12mo, cloth, \$1.25.

THE BIG BROTHER, by George Cary Eggleston. (G. P. Putnam's Sons.) Sam Hardwicke, the brave young hero of this story, lived on the frontier of Alabama, in the time of the Indian war in 1813. He and his brother and sister and a young colored boy are cut off from a party who are endeavoring to take refuge in a stockade fort from some hostile Indians. The subsequent wanderings of Sam and his party, their hiding in the woods from the Indians, and their Robinson Crusoe-like existence for several months, till they are at last enabled to rejoin their parents, afford material for a very entertaining and instructive story. The book is nicely illustrated, and very well gotten up. Sq. 12mo, cloth, \$1.50.

A STORY BOOK FOR THE CHILDREN, by Mrs. A. M. Diaz. (James R. Osgood & Co.) A perfect gold-mine of treasure in the shape of delightfully odd and original stories. Some of them are well worth grown folks' reading, they are so quaint, and point a moral in such a perfectly ludicrous manner. The "Dream of the Little Girl who would not pick up Pins" and the "Dream of the Little Boy who would not Eat his Crusts" are both inimitable, and strike out into quite a new vein in story-telling. Indeed, all the stories show quite a remarkable degree of original talent. No little boy or girl should be without it. 12mo, cloth, \$1.50.

EVANGELISTS IN THE CHURCH, by Rev. P. C. Headley. (Henry Hoyt.) Beginning with Philip of Samaria, who preached Christ's gospel thirty-five years after his coming, Mr. Headley gives us a succinct history of the laborers in the Church, through every generation down to the present, which has witnessed the wonderful revivals brought about through the efforts of Messrs. Moody and Sankey. The lives of George Whitefield, John Wesley, Rev. C. G. Finney, Henry Varley, Mrs. E. P. Gurney, Ned Wright, and many others too numerous to mention, will be found here. Seventeen portraits also add to the interest of the volume. 12mo, cloth, \$1.75.

EVERY-DAY RELIGION, by T. De Witt Tal-

mage. (Harper & Bros.) The fourth series of Mr. Talmage's sermons. Although the title of the work is the least sensational of any yet published, the sermons individually make up for any apparent lack of eccentricity. They are both in substance and name altogether out of the trodden paths of theology, and savor almost too much of out-door preaching to be the pleasantest reading to a cultivated mind. We have no doubt, however, of the good they have achieved and will achieve, and can therefore commend them to Mr. Talmage's many admirers as being fully up to his usual style of oratory. We offer a few specimen titles, taken at random from the contents: "Snow-water and Alkali Insufficient," "The Religion of Ghosts," "Stripping the Slain," "The Crimson Coat," "The Red Cord in the Window," "Pillows Under the Arms," "The Superhuman Jesus," etc., etc. 12mo, cloth, \$2.

SUNSHINE FOR RAINY DAYS. (American Tract Soc.) This is an edition in German of one of the prettiest juveniles the Tract Society publishes. Out of ninety-four pages, forty-seven are full-page pictures, with an opposite page of reading matter (in German, of course). The pictures are copies of very familiar and favorite studies, and just the kind to win a child's heart. We noticed the same book last year, in its English dress, as one of the cheapest and most attractive juveniles in the market. 4to, cloth, \$1.

PROUD LITTLE DODY, by Sarah E. Chester. (American Tract Soc.) A pretty story of a quaint, sunny little girl whose besetting sin is pride. Her plays with her brother Tom, and their various discussions on very profound questions, are very cleverly related and are quite amusing. Quite an attractive book for the young people. Prettily bound, and with a number of illustrations. Sq. 12mo, cloth, \$1.25.

LIFE OF ST. JOHN, by M. L. Baunard. (Catholic Pub. Soc.) A doctrinal history of the life of the apostle St. John, written by a Roman Catholic. A very neatly gotten-up work in every particular. 12mo, cloth, \$1.25.

WILD HYACINTH, by Mrs. Randolph. (J. B. Lippincott & Co.) Mrs. Randolph's "Gentianella" first introduced her to novel-readers this side of the water. Those who read that, and liked it, will like this ever so much better, as it is a novel of much more power, with a more cleverly worked out plot, and with characters of more marked individuality. The heroines are twin sisters, and Scottish born; Christian is strong-minded and sensible, with what are called advanced views; "Wild Hyacinth" is beautiful and more womanly. Their destiny leads them into fashionable life, and they go through the stereotyped steps of flirting, loving, and marrying. 12mo, cloth, \$1.75.

ST. GEORGE AND ST. MICHAEL, by George Macdonald. (J. B. Ford & Co.) Charles the First's troubles with his Parliament, and the dissensions between the Protestants and Catholics, form the background to this story. It has a charming heroine, "Dorothy Vaughan," who is as brave as she is beautiful, and who is steadfast to the end to the lover who espouses the opposite side. It is as interesting a novel as Mr. Macdonald has written, well conceived and skillfully worked out, and will no doubt obtain many readers. There is a very good portrait of the

author, and a number of illustrations, which are more than ordinarily fine. 12mo, cloth, \$1.75.

THE BRIDAL EVE, by Mrs. E. D. E. N. Southworth. (T. B. Peterson & Bros.) A vindictive nurse, children changed in the cradle, a death-bed confession, the supposed heiress deserted by her mercenary lover, etc., etc., is an attempted summary of the first few pages. So many complications follow—deaths, poisoning, murders, marriages, and separations—that we give up further description in despair. Mrs. Southworth's name, however, should be sufficient recommendation for the book to her admirers, as it shows no falling off in her wonderful inventive genius, in the way of plot or incident. 12mo, cloth, \$1.75.

TWO CAMPAIGNS, by A. H. Engelbach. (Pott, Young & Co.) "A tale of old Alsace," told by an old campaigner to a young friend. He begins at the very beginning of his life, and graphically describes the battles he has fought, the disappointments he has met with, and the love that entered into his life. Illustrated, 16mo, cloth, \$1.50.

THE YOUNG SURVEYOR, by J. T. Trowbridge. (James R. Osgood & Co.) The boys who have followed "Jack Hazard" through his varying fortunes, will be glad to meet him again, though it is far off on the prairies this time, where Jack pursues his profession as a surveyor, and has the usual amount of adventures befall him. Illustrated, 12mo, cloth, \$1.50.

THE WAGES OF SIN, by Edmund Yates. (William F. Gill & Co.) Fashionable London life, with its crimes and follies, plays an important part in this novel. It is not very healthy in tone, though not devoid of interest. 8vo, paper, 50 cents.

FRED AND JEANIE, by Jennie M. Drinkwater. (Robert Carter & Bros.) The story of two little children, and how they learned all about God. Good reading for children just beginning to get interested in books. 12mo, cloth, \$1.25.

THE LITTLE STREET-SWEEPER, by Rev. S. B. Halliday. (J. B. Ford & Co.) The sketches in this book are founded upon Mr. Halliday's own experience as a missionary in the Tombs and in the old Five Points. They give some heart-rending views of life among the lowly. 12mo, cloth, \$1.25.

STATIONERY NOTES.

CHAS. TABER & Co., New-Bedford, Mass., have now ready for the trade their new catalogue of passepartouts, mats, frames, photographs, chromos, etc., all of their own manufacture. Their panel-flowers with black backgrounds are very popular, and make a fine display for a stationer's window. Their new panel-chromos are some of the best upon the market.

MESSRS. E. I. HORSMAN, 100 William street and 72 John street, offer the trade a large stock of games for the holiday trade. Besides their well-known games, they have added a number of novelties to their list, that can not fail to become popular. Their stock consists of all varieties of home amusements, such as table croquet, dominoes, checkers, chess-blocks, magic lanterns, puzzle blocks and pictures; also a full line of West & Lee's games.

BURNET'S wire lock, scrap, sample and invoice books continue to meet with a heavy sale, owing to the many advantages they possess over other goods of a similar character. The new scrap-book contains an index which renders it very valuable.

MESSRS. L. PRANG & Co., Boston, have ready for the holiday trade a number of new chromos. of which may be mentioned "April showers bring forth May flowers," "R. S. V. P.," "There's never smoke without fire," "One touch of nature makes the world kin." These are some of the finest pictures ever published by this popular house.

MESSRS. BROWER BROS., 293 and 295 Broadway, exhibited at the late Stationers' Fair a full line of their well-known Euroid Inkstand. These inkstands have been upon the market for some time, and have met with great success. Among its numerous advantages, it has a wide mouth, but as only a small surface of ink is exposed to the air, evaporation is checked. It is easily cleaned and filled. Several of the States have adopted the Euroid Inkstand for the use of their various departments. Messrs. Brower Bros. have also a full assortment of fancy glass and bronze inkstands, paper-weights, card-holders, and calendars.

MR. ROBERT RUTTER, book-binder, Nos. 82 and 84 Beekman Street, New-York, has issued to his customers an elegant new business card. It is made of heavy card-board, covered with Turkey morocco, handsomely illuminated, and stamped in gilt.

The Ancient Canvasser.

A FRAGMENT.

From Patterson's "Book-Shelf."

It is an ancient canvasser—
And he stoppeth one of three;
"By thy long red nose and unkempt hair,
Now wherefore stopp'st thou me?"

The court-room doors are opened wide,
My case the next one on;
The jury's packed, the judge is bribed,
Wilt hear the case be won?"

He button-holes him then and there,
"There is a book," quoth he;
"Avant! unhand me, red-nose loon!"
Eftsoon his hand dropt he.

He holds him with his glittering eye—
Th' attorney stood him still,
He listens like a lawyer's clerk,
The canvasser hath his will.

The lawyer leaned against a pump,
Conveniently near,
And thus spake on that canvasser—
He could not choose but hear:

"The Stadt Huys of Nieuw Amsterdam;
Poems of wondrous power;
'The Mystery of the Newspaper,'
Disclosed in Reid's tall tower.

'Point Lace and Diamonds,' Baker's poems,
Creating such sensation—

[—But as the ancient canvasser ran on for
—teen hours and twelve seconds by the clock,

we have to wait for an extra number of the PUBLISHERS' WEEKLY to give the conclusion of his tale.—ED.]

Personal Mention.

WE regret to state that Mr. William D. Bancker, manager of the New-York News Co., has resigned that position. It is to the regret also of all connected with the News Company, and it is pleasant to know that Mr. Bancker will not leave the trade altogether.

MR. CHAS. W. RODGERS, recently head of the retail department of Lee & Shepard, and who has an enviable reputation in that field, has arranged a business connection with Messrs. Lockwood, Brooks & Company, 381 Washington and 10 Bromfield streets, Boston, where he will be pleased to see his friends and business acquaintances.

MR. THEO. L. DE VINNE is happily and truly complimented in the dedication of the "Typographical Bibliography" to him, as one "who has made every printer a debtor to his erudition and practical knowledge of the art."

MR. JOHN BARTLETT, the accomplished literary partner in the firm of Little, Brown & Co., of Boston, has issued a new edition of his well-known volume of "Familiar Quotations," a book we have done him the honor of twice reprinting, once with his name, and on the other occasion depriving him of all share of responsibility by taking his name from the title-page. Had our cousins over the water done this we should have been very hard upon them, and called them pirates. Mr. Bartlett, no doubt, felt differently, and thought that an honor had been conferred upon him. This edition has been much enlarged, but is not perfect; indeed, it never can be: each successive edition must necessarily be more complete than its predecessor.—*London Bookseller.*

MR. W. F. GILL possesses the original MS. of Poe's poem of "The Bells." The handwriting is said to be very handsome and as clear as print.

Library and Bibliographical Notes

BULLETIN No. 35 from the Boston Public Library contains an extra quantity of valuable bibliographical matter, including articles on "Waterloo and the Campaign of 1815;" "Newspapers," a very valuable bibliography, including magazine articles on journalism; "John Wesley," and "Architecture." This number completes the second volume of the Bulletins, and a title-page and index to the bibliographical notes will be issued. The series of notes on Centennial reading will be continued for 1776 in the next Bulletin.

THE cataloguers of the Boston Public Library are now at work upon the Shakespearian portion of the Barton collection, and suggestions are asked from Shakespearian scholars.

SENOR JUAN F. RINO has been made purchasing agent of the Boston Public Library at Madrid, and additions will be made to the Ticknor collection at the suggestion of Spanish scholars.

THE gelatine process of James R. Osgood & Co. is now used for preparing the public card

catalogue of the Boston Library, the entries thus appearing in *fac-simile* of the original entries of the library transcribers.

MR. A. M. LEDEBOER has lately published, in Dutch (Utrecht, J. L. Beyers, 4to), the first part of an alphabetical list of all the printers, booksellers, and publishers in Holland, from Coster to the beginning of the nineteenth century. It is a sequel to the book of the same author issued in 1873, 4to, under the title, "Boekdrukkers, boekvercoopers en uitgevers in Noord-Nederland," in which the same persons are entered according to the places they had lived in.

THE "Catalogue of the Quincy (Mass.) Public Library" patterns closely after that of the Boston Library in style, method, and annotations, but in this latter particular it presents valuable new features. These are the definition of blind titles by an abbreviation, such as "Fict.," "Jur.," etc., the explanation of obscure titles by parenthetical notes, and like practical guidings. Mr. Charles Francis Adams, Jr., is understood to have had to do with its preparation. The librarian is Miss Mary J. Brooks, Quincy, Mass., and copies may be had of her at \$1 in paper, or \$1.35 in cloth, which is, we presume, cost price.

An Ambitious Author.

THE American reprint of Mr. Ruskin's works, which is the only edition approaching completeness, numbers thirty volumes, into some of which several minor works have been gathered by twos and threes. There are five series of which he is publishing instalments. But his imagination so far outruns his possible power that even this is only half what he hoped to have achieved. "The first number of his new serial," writes Mr. Welford to the *Book-Buyer*, "'Deucalion: Collected Studies of the Lapse of Waves and Life of Stones,' contains a most touching example of the vanity of human wishes and the fallacy of human hopes. It is a list given in sober earnest of the various designs projected as the complement of his life-work. And now, when the materials are all collected, and the ripened judgment is ready for application to them, at the age of fifty-six, he is warned by advancing years how utterly impossible it will be for him to carry out into execution his ideas, while the many-towered city he is not able to find fades into cloudland, and all he can do is to offer 'a few fragments of good marble' from the heap of loose stones collected for its foundations. The intended works were: 'A History of Fifteenth Century Florentine Art,' in six octavo volumes; 'An Analysis of the Attic Art of the Fifth Century B.C.,' in three volumes; 'An Exhaustive History of Northern Thirteenth Century Art,' in ten volumes; 'A Life of Turner, with Analysis of Modern Landscape Art,' in four volumes; 'A Life of Walter Scott, with Analysis of Modern Epic Art,' in seven volumes; 'A Life of Xenophon, with Analysis of the General Principles of Education,' in ten volumes; 'A Commentary on Hesiod, with Final Analysis of the Principles of Political Economy,' in nine volumes; and 'A General Description of the Geology and Botany of the Alps,' in twenty-four volumes." The list seems almost laughable, but is doubtless meant in sad earnest indeed.

A Religious Publication Society.

It is noteworthy how much is often done quietly by agencies of which the general trade know comparatively little. It was certainly a surprise to most to see the Methodist Book Concern represented at the last Fair by a display of books larger than that of any house except Harper & Brothers'. It exhibited there about 2500 samples, and there were besides two libraries of 500 little volumes each not exhibited, besides other minor books. Counting its tracts, etc., the catalogue of this concern is the largest in the country. About twenty million copies of periodicals a year are also circulated from the house in New-York. *The Berean Leaf* of Sunday-school lessons circulates 1,200,000 monthly (although part of this circulation has recently been transferred to the Western Book Concern); *The Sunday-School Journal*, 100,000; the Picture Lesson Paper, 75,000; *The Sunday-School Advocate*, semi-monthly, 200,000; *The Christian Advocate*, weekly, 50,000. This is a remarkable showing. It is worth noting that the colporteur system has been almost altogether abandoned by the Church. In the early days of American publishing experience, following Wesley's system, each minister was furnished with a stated number of each new publication of the Concern, charged to him as on sale, and colporteurs were also employed at the outposts. Of late years, partly doubtless because of the progress of differentiation in occupation and an increased culture of their ministers, and partly because with the growth of the Church putting books on sale thus would absorb and waste vast capital, this method has been quite given up, and the Concern now seeks to sell its publications largely through the regular book trade.

LITERARY AND TRADE NEWS.

THE report of the Committee of the Book Trade on Centennial Representation, published in this issue, reaches us too late for editorial comment. It is to be noted, however, that the time for receiving applications has been now extended to the 15th inst., and as but two of the more prominent houses, we understand, have neglected to so apply, it is to be hoped they will take advantage of this further grace.

THE "Magazine for the German Book Trade" (Leipzig) for February—March, 1875, devoted a considerable article to a comparison of the German and foreign Christmas catalogues. In speaking of the Christmas Supplement of the PUBLISHERS' WEEKLY, it said: "In point of typographical taste as well as beauty and elegance of print and paper, the American catalogue is most brilliant. The Americans have lately given much attention to the art of book-making, and within the last two years they claim to have produced a number of printed works worthy to rank with the best French and English issues. And certainly some works have come under our notice which fully justify this claim. The present catalogue is another example of these efforts. The arrangement of the letterpress is perfect for the purpose of setting off the illustrations. Some of these are original designs of great merit. The editorial matter is likewise appropriate. Under the heading, 'What the Publishers have done

for the Holidays,' there is a review of holiday hooks, rather too appreciative, followed by the holiday catalogue, and then by the advertisements. The announcement of the book of the season, Longfellow's 'Hanging of the Crane,' opens the number." The Christmas issue for 1875 is now in preparation, as announced elsewhere, and we hope to make it equally honorable to the American trade.

J. B. LIPPINCOTT & Co. will have several rich holiday books—an elegant volume of "Contemporary Art," in quarto, with thirty etchings and chromos of present paintings and descriptive text; also a cabinet edition of Irving's Sketch-Book, with the illustrations of the artist's edition, and the same in three parts—Rip Van Winkle, the Christmas stories, and the Sleepy Hollow stories.

To Mr. Henry T. Williams' admirable and tasteful book on "Window Gardening," is now to be added a companion volume on "Household Elegancies," which treats practically of all sorts of household arts—transparencies preparing outline leaves, framing, spatter-work, and such useful amusements, with abundance of charming illustrations that make one desire to try every thing first.

MR. WIDDLETON will publish his new "Memorial Edition" of Poe's poems, with Mr. Ingram's defence of Poe, as soon as he can put in shape the memorial proceedings at Baltimore, which will also be included.

THE Harpers will publish, with Carleton's "Farm Legends," the "Life of Dr. John Todd," which will be one of the most interesting and inspiring of biographies. The illustrations will give his portrait, views of his study, workshop, Adirondack camps, churches, parsonage, etc., etc. The new novels will be Miss Bradton's "Hostages to Fortune," and Katharine King's "Off the Roll."

LOCKWOOD, BROOKS & Co. have hit upon a new idea—a series of "Sermons on the International Sunday-school Lessons for 1876," by the "Monday Club" of ten eminent clergymen.

MR. HOWARD CHALLENGE, of Philadelphia, has on hand a Centennial enterprise from the business point of view. This is a "Philadelphia Trade Directory," for the Centennial year, designed to place every branch of business in this city, engaged in manufacturing books, stationery, and fancy goods, before the book and stationery trade of the United States. In the preliminary chapter he will present historical and biographical sketches, together with statistics and general information of interest to the trade generally. In the classified department every firm engaged, directly or indirectly, in the manufacture of books, stationery, or other articles sold by booksellers, stationers, and fancy-goods dealers, will be alphabetically arranged and classified.

"A CHRISTMAS novel," by Miss Yonge, is promised by Macmillan & Co., under the title of "My Young Alcides."

LAST year, the rector of a London church invited six eminent Church of England scholars to deliver a course of lectures on what may be called the Church classics, and the result will shortly be published under the title of "Companions to the Devout Life." The lectures are: "On the Imitation of Christ," by the Rev.

Dr. Farrar; "Pascal's Pensées," by Dean Church; "St. François de Sales," by Dean Goulbourn; "Baxter and the Saints' Rest," by Archbishop Trench; "St. Augustine's Confessions," by Bishop Alexander, and Jeremy Taylor's "Holy Living and Dying," by the Rev. Dr. Humphry.

MR. GEORGE SMITH'S new volume, whose title will be "Assyrian Inscriptions," treats of those describing the events of Genesis, including the Chaldaic accounts of the Creation, the Temptation and Fall, the Deluge, the Tower of Babel, the Confusion of Tongues, Nimrod, etc. It will be published here by the Scribners under direct arrangements.

A NEW volume from Mr. Frank Vincent, author of "The Land of the White Elephant," is in preparation at Harper & Bros., "Through and Through the Tropics."

BENZIGER BROS., of New-York and Cincinnati, are to open a branch establishment in St. Louis, occupying the upper floors of No. 204 North Fifth street. They propose to show a full variety of Catholic goods.

THE *Tribune* states that half the first volume of the Bryant History is already in type. Canvassers will be out within this month, and the first volume will be out early in 1876. "About \$20,000 have already been expended on the work, and it will call for \$30,000 before the first volume is published. The complete work will comprise four octavo volumes, of more than 600 pages each, and will cost about \$100,000—so that it is one of the greatest undertakings in the history of the American book trade. . . . The title-page bears the names of William Cullen Bryant and Sydney Howard Gay. When it was proposed to Mr. Bryant that he should undertake such a history, he declined to do so, unless the work should be entirely under his control, and he should name any other workers upon it. In pursuance of this arrangement, Mr. Bryant named Mr. Gay as his collaborator. The plan of the work was drawn by Mr. Bryant, and the details have been the result of mutual consultation, while Mr. Bryant, who himself wrote the introduction, revises every line written by his co-workers. This is certainly a remarkable enterprise for one at Mr. Bryant's age, and the work promises to be an extraordinary literary memorial of the Centennial."

A CONSIDERABLE impetus is given to the circulation of Matthew Arnold's previous books by the announcement of his "God and the Bible." The English house of Macmillan & Co. announce a new edition of his "Essays on Criticism," to include a later paper "On a Persian Passion Play." The American branch of this house will issue, by arrangement with Smith, Elder & Co., the new book, "God and the Bible," and new editions for this market of "Culture and Anarchy" and "St. Paul and Protestantism," which have not been reprinted here.

WE have received from Mr. B. F. Stevens, of Trafalgar square, London, a neat little list of "English newspapers and magazines, with prices of publication and postage, and a table for remitting sterling in United States currency, with gold from par to 120." It is a handy little list, and we commend it to the trade as desirable for a reference list. Orders can frequently

be had for such publications, if a bookseller is well informed, and Mr. Stevens can be relied upon as a despatch agent.

SEVERAL new volumes of the Bayard series are in preparation.

G. P. PUTNAM'S SONS have in press "Spiritualism and other Allied Causes of Nervous Derangement in their Medical and Medico-Legal Relations," by Dr. William A. Hammond. Dr. Hammond has made a specialty of this subject, and his book will be awaited with interest.

ENGLAND exported £646,443 worth of books the past nine months as against £627,951 of last year. This is at the rate of £862,000 the year.

MESSRS. CASSELL, PETTER & GALPIN'S establishment is growing into one of the largest publishing-printing establishments in Europe. The new building, which adjoins the old at "La-Belle-Sauvage Yard," fronting 232 ft. on Fleet lane, covers about 13,000 square feet. The basement is devoted to the thirty-six large presses. A new idea is introduced of running the shafting in trenches beneath the floor, which reduces vibration and is said to have other advantages. The composing-room is at the top, and accommodates two hundred men; the proof-readers have a nest of rooms in a well-lighted tower. Electrotyping is carried on in a side building, to prevent deleterious effects from the gases. Over seven hundred and fifty people will be employed in the building; there is a kitchen, where food will be provided at the lowest rate, and there is a play-ground for the boys during the dinner hour. Exclusive of the production of an array of volumes in almost every department of English literature, the separate parts of the magazines and serials issued from this house each month considerably exceed half a million. The paper shavings trimmed off the edges of the serial publications amount to twenty-five tons a year, while the other waste, including paper accumulating from the strict rejection of all imperfect impressions, exceeds fifty tons.

THE sixth volume of M'Clintock and Strong's *Cyclopædia* will be ready for delivery in January next, possibly by Christmas. The copy is now all in the hands of the printers, very nearly all is in type, and most is printed. It will include a considerable part of the letter N. Four new volumes will complete the alphabet, to be published hereafter yearly.

ELSEWHERE will be noticed an advertisement for good canvassers for the Messrs. Hale's new "Thistle Edition" of the Waverley Novels. This edition, the only fully illustrated one of American works, has received very high encomiums from the press. The forty-eight volumes will have nearly 2000 illustrations; fourteen are now ready, and two are issued each month.

A COOKING catechism is certainly a new idea. "Little Lessons for Little Housekeepers," the primer of the Wilson Industrial School, issued by A. D. F. Randolph & Co., is a capital thing, and ought to sell by the five hundred million. We understand that the first edition is of 150,000, more or less. It is richly illustrated with plates—dinner-plates.

WE must repeat our notice to correspondents—always to send name with letters, as a guarantee of good faith. Another anonymous letter this week.

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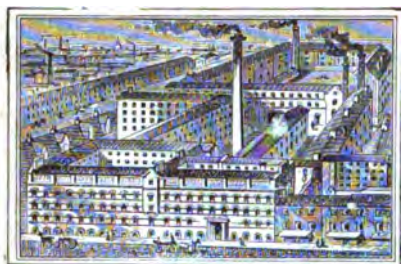


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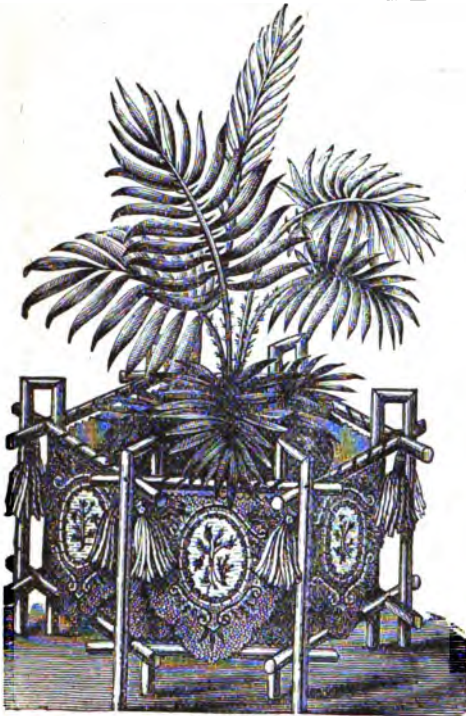
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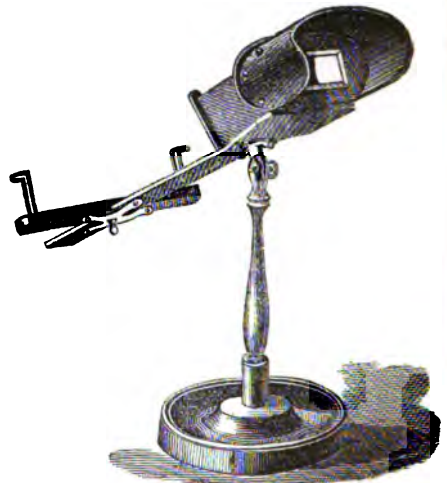
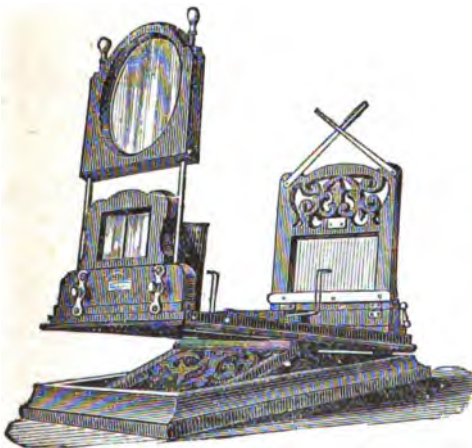
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is a condensation of his five-volume work, omitting the references to the literature of physiology, and bringing all the topics up to date. It is illustrated with over 300 fine cuts. Prof. Bonamy Price's new work on currency is also expected, and the story of "Geier Wally," a tale of the Tyrol, and a new novel from Christian Reid, are nearly ready.

A NEW, handy, and cheap collection of college songs, intended to include all those popular with American students, will be published by Sheehan & Co., of Ann Arbor, Mich., next month, under the title of the "American College Songster." It will be a 200 page 12mo, at the low rate of 50 cents in paper, or 90 cents in English cloth. There is a wide sale for such books, and at such a price this book ought to take widely. The firm will be glad to receive advance orders.

As Lee & Shepard were denied by their misfortune the advantage of the early part of the season, we suggest that their friends in the trade make it up to them by hurrying along their orders now.

AT this season for holiday buying, the English invoice to be offered by Messrs. George A. Leavitt & Co., at the last of the month, claims especial attention. It includes some of the most sumptuous books in the market, a thousand lots in all, many in the finest bindings, and is worth the notice of all classes of buyers. The catalogue is now ready. Bangs, Mervin & Co. had their parcel sale this week, and, commencing Monday next, offer a valuable collection of Americana, the library of Mr. Wm. Clogston, of Springfield, Mass.

MESSRS. J. H. COATES & Co. are compelled to postpone the publication day of the *Comte de Paris' "History of the Civil War"* to the 17th inst. They will be glad to have advance orders sent directly on to Messrs. Porter & Coates. Canon Kingsley's "*Lectures Delivered in America*" will be ready shortly thereafter, at \$1.25.

THERE will be a new addition to the "Leisure Hour Series," shortly, in a bright English novel, "Pretty Miss Bellew," by Theo. Gift.

IN addition to the other art books, J. W. Bouton will publish for the holiday season a fine collection, from the *Portfolio*, of eighteen "Etchings from the National Gallery." The paintings copied are of the great masters, Velasquez, Rembrandt, Cuyt, Reynolds, Gainsborough, Turner, Landseer, and others, and the etchings are by the finest workmen in that specialty, and are exquisite examples of the art, which seems particularly happy in rendering Turner's pictures, three of his best being reproduced. There are notes by R. N. Wornum, Keeper of the National Gallery. The volume makes a folio, at \$10.

LORING, Boston, is to publish early next month a volume of poems by Horatio Alger, Jr., the popular writer of books for boys. He has collected the ballads and verses written by him for *Harper's* and other magazines, under the title, "Gran'ther Baldwin's Thanksgiving, and other Ballads."

WE did not give Messrs. Hale credit for quite enough enterprise in our last issue. Seventeen volumes of their "Thistle Edition" of the Waverley novels are out, and two more will be ready in a few days.

ALPHABETICAL LIST OF BOOKS JUST PUBLISHED.

The Prices in this List are for cloth lettered, unless otherwise indicated. Imported books are marked with an asterisk: Authors' and Subscription Books, or Books published at net prices, with two asterisks.

- Achard.**—History of my Friends; or, Home Life with Animals. From the French of Emile Achard. Illustr. 8°. \$1.75.....*Putnam.*
- Albertson.**—The Four-Footed Lovers. By Frank Albertson. 1. Bossy and Bonny. 2. Squirrel Mischief. 3. Bunn's Adventures. 4. Squirrel Wooing. Illustr. by Miss L. B. Humphrey. 4°. pp. 128. \$1.50.....*Lee & S.*
- Anderson.**—Notes of Travel in South-western Africa. By C. J. Anderson, author of "Lake Ngami," etc. 8°. \$2.25.....*Putnam.*
- *Ballantyne.**—Rivers of Ice. A Tale Illustrative of Alpine Adventure and Glacier Action. By R. M. Ballantyne, author of "The Pirate City," etc. Illustr. 16°. pp. viii, 430. \$1.50.....*Pott, Y. & Co.*
- Batley.**—Life and Adventures of a Quaker among the Indians. By Thomas C. Batley. Illustr. 12°. pp. xii, 336. \$1.50.....*Lee & S.*
- Bugbee.**—Celebration of the Centennial Anniversary of the Battle of Bunker Hill. With an Appendix containing a Survey of the Literature of the Battle, its Antecedents and Results. By J. M. Bugbee. [With plates.] Large 8°, pp. 174. \$2. [Only 130 copies printed.]
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- Carr.**—The Patrons of Husbandry on the Pacific Coast. By Ezra S. Carr, M.D., LL.D. 8°, pp. 461. \$4.50.
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- Dickens.**—The Works of Charles Dickens. Illustr. *Gads-hill ed.* In 15 vols. Vol. 7. Bleak House;—Vol. 8. Dombey and Son;—Vol. 9. Great Expectations; A Tale of Two Cities. Cr. 8°. Ea., \$2.....*Osgood.*
- *Enthoffer.**—Origin of our Alphabet. By J. Enthoffer, Topogr. Engineer and Engraver U. S. Coast Survey. 8°, pp. 43 and one plate. Pap., 50 c.....*Westermann.*
- Ewing.**—Six to Sixteen. A Story for Girls. By Juliana Horatia Ewing, author of "The Brownies," etc. Illustr. by Helen Paterson. 16°, pp. viii, 206. \$1.50.....*Roberts.*
- Forest.**—Mice at Play. "When the Cat's away, the Mice will play." A Story for the whole Family. By Neil Forest. Illustr. by Sol Eytinge. 16°, pp. 271. \$1.50.
Roberts.
- Harding.**—The Amateur Trapper and Trap-Maker's Guide. A complete and carefully prepared Treatise on the Art of Trapping, Snaring, and Netting. By Stanley Harding. 16°, pp. 134. Bds., 75 c.; pap., 50 c.
Dick & F.
- Indiana.** See Davis, E. A.
- Leslie.**—Elfrieda. A Sequel to Leofwine. By Emma Leslie. Illustr. (Vol. 6, Church History Series.) 12°. \$1.50.....*Nelson & P.*
- Leofwine, the Saxon. A Story of Hopes and Struggles. By Emma Leslie. (Vol. 5, Church History Series.) 12°. \$1.50.....*Nelson & P.*
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The Philosophy of Sales.

THE success or failure of almost any house in the book trade can be predicated from three elements: the judgment with which they manufacture or buy books, the economy with which they conduct their business, and the wisdom with which they make sales. The expense account has betrayed many a house into unexpected embarrassment, but we wish now to point out how very important, especially in this question of reform, is a wise and far-sighted policy as to sales.

The overweening desire to make large sales has been a chronic evil in very many branches of business ever since the war. It is the key to much of our commercial depression. The necessity of covering increased expense accounts by making larger sales has been the standing excuse; but this means nothing, unless these sales show some kind of a profit. Otherwise, it is the old story—told by a member of the trade—of the man who bought fish-hooks at two cents apiece, and sold them at one, and when asked how he made money in that way, explained that it was because he did so large a business. Large sales are a curse, if it costs more

to make them than the "margin" on which they are made, for they cheat the short-sighted business man into the belief that he is doing well, when in reality he is starting down hill toward bankruptcy.

But what is a profitable sale? It is a sale which pays sufficient profit to cover cost and expenses; and, secondly, which will be paid for. This last point is the one too often forgotten. And here is the *rationale* of what the reform desires of publishers and jobbers. All it has ever asked, indeed, is that individual houses shall do business on true business principles, so that dishonest or reckless buyers shall not have the advantage over honest and sound ones, as has of late years been practically the case. And organization became necessary simply because this evil had become general, and there was not backbone enough in most of the individual houses to take the stand singly, at the risk of a temporary diversion even of unprofitable trade. A selling house should not make sales to undersellers, because the underseller, doing business on a margin which must be seen to be insufficient to pay expenses, must sooner or later fail to pay his bills. He is thus discounting the profit he makes by his failure or compro-

mise at the end, innocently it may be, but sometimes with such recklessness, against all advice, as is scarcely removed—provided he be a man of ordinary business sense—from intention and criminality. In other words, he sells books for nothing, and pays his living expenses out of the pockets of the people who are so eager to sell him. It is the seller sold.

We might go one step further, and say truly that a sale is not profitable when it prevents further sales. If a publisher, for instance, by placing his goods, even at a profit and with security (and usually he has any thing but the latter), with the underseller of any one place or neighborhood, throws the body of the local trade into that one man's hands, he is in the first place, as a rule, diminishing the total sales of books in that locality, and in the second place striking a blow at the commercial soundness of his other customers there. He puts a premium on unsound trading by giving both equal terms (the underseller perhaps better, because he buys more), and he makes it less possible for the other customers to pay their bills. This was, in another way, an indirect but a chief evil of the old trade-sales system.

What we are trying to show is that all the reform asks is reasonable business caution. It is scarcely necessary, in fact, to go into the question raised in the last paragraph, for the evil is scotched before you get there, if the preceding considerations are put into practical operation. For here is in most cases discrimination enough. If any man is selling at rates which you know he can not afford, he is not likely to pay his bill, or at best all of it. His bill is therefore in the position of a note on the street, whose makers are "shaky;" the note-brokers require an extra discount as insurance for the risk. Now, the selling house does not understand business principles unless it asks a like insurance, and therefore makes its discount so much less. This is really a truism in business, yet the practice of the book trade has been on the opposite principle—the biggest discount to the most reckless buyer. Some houses will excuse themselves on the plea, "Oh! he will last long enough to pay my bill." But this is, in the first place, a piece of recklessness which should give question of the business soundness of the selling house itself, and is, secondly, a "devil take the hindmost" piece of business, that pulls the dead wall down on other people's heads while the miscreant himself dodges round the corner.

It must be said that the desire of each individual house to make and to keep customers, at any hazard, is the real stumbling-block in the way of a prosperous book trade. If a customer, the reader, retailer, or jobber, threatens to go

elsewhere, why, he must have his books below cost, "rather than lose the customer." Now, such customers are good customers to lose, and the loss of such sales is a gain. Let them go. Don't let any other man browbeat you into throwing your money into the street, because he threatens to throw his if you don't. Let him; and put a question-mark to his name on your credit books. Nevertheless, we have seen some of the strongest advocates and most honest believers in reform knuckle under like a scared mouse when this *argumentum ad hominem* was just hinted at them. So long as leaders of the trade make this mistake, so long they will have the pleasure of receiving fifty or fifteen cents on the dollar every few months from some new bankrupt.

This whole argument has present application in several, in fact in most, salient questions of the reform, as it stands now. We trust to see individual houses have backbone enough at this juncture to do their own business on sound principles, and let less wise houses take their own course.

THE letter of H. B. Nims & Co., printed elsewhere, puts an important point, whose relations are pointed out above, squarely, and should receive attention. But it errs in underestimating what has already been accomplished by the reform, and especially by the Arbitration Committee. Real progress has been made, such as we had not hoped for in this space of time; many individual houses have acted in individual cases on the principles above, and we could name a case in which an order for 6000 copies of a single book was refused to an underseller. Some noted undersellers have already come into the A. B. T. A.; others have been induced by the correspondence of the committee to cease underselling. Mr. Simmons' committee has been very active and effective, and the two committees are now in consultation as to the undersellers in great centres, who persist in fighting the interests of the trade. The publishers are seeing the necessity of the action desired, and developing "backbone" fast, although there is still room for improvement and the good work is not absolutely assured until the final difficulties are faced. In this connection, the following letter, received from a correspondent in one of the smaller cities by a prominent house here, may be read with interest by publishers:

November 8, 1875.
DEAR SIR: Your p. c. announcing a reduction of your discount to Mr. — is received. It is the first practical confirmation of the reform work we have yet seen. The publishers have talked till we have almost ceased to believe them, but have signally failed to take any step to check underselling. Mr. — has annoyed us here, as well as our friends in a neighboring city, by his persistent underselling.

We have lost considerable trade in consequence, too, and, worse than that, it makes our customers *lose confidence* in us. He has been giving 25 per cent to Sunday-school libraries, 5 per cent discount on lesson papers and Sunday-school papers, 5 per cent and 10 per cent discount from the 100 price of Sunday-school singing books. We would like to have had him join our local association, but he thinks he can do better to keep out and filch our trade. Thank you sincerely for your position. We shall not forget that you propose to stand by us. Yours truly,

P. S.—We showed your card to our neighbors, and they say Amen to our letter, and ask leave to add their names to it.

THE "Uniform Trade List Annual" for 1875-6 is now actually binding. We have been compelled, even at this late hour, to omit several lists which failed to come to hand, but more firms are represented than in any previous volume. We hope to deliver during next week, and any oburgations launched against us because of the delay, we politely hand over to the delinquent publishers.

THE types played us sad tricks last week in the haste caused by press of work. They made our "Bookseller" friend accuse "Subscriber" of piggishness, when, as "Subscriber" rightly guesses, he meant "priggishness," and they made us, in referring to the Chicago question, speak of the town's share, instead of the lion's share, of business—a proof, we suppose, that the staff of the PUBLISHERS' WEEKLY is a well-regulated family.

MR. RANDOLPH'S letter to the *Observer*, given elsewhere, is one of the best "campaign documents" of the reform, because it is as forcible as it is true. Booksellers should send for the *Observer* to show to their customers.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

The Chicago Question.

To the Editor of the *Publishers' Weekly* :

Our friends, the great book-jobbers of Chicago, have issued a schedule of reduced discounts, and send a circular letter to the publishers in justification of the measure.

The substance of the argument is, in brief phrase, that Chicago, to maintain her pre-eminence as a book-mart, must undersell other jobbing points.

Determination to reduce seems to have been based then on two assumptions :

First, that Chicago has a sort of prescriptive right, which is now threatened by insignificant rivals, to sift through her coffers the tribute paid to literature by the great West. Such a right, however, is by no means a moral prerogative, but depends for its validity entirely upon the claimants' power to uphold it by the strong arm. This they propose to do, but can not without the aid of Assumption No. 2, viz. :

Secondly, that the rivals aforesaid will allow themselves to be undersold ! Here an answer has been anticipated by circulars making the reduction general, that are even now piled deep as leaves at Vallambrosa in the retailer's wastebasket. He doesn't even preserve them for reference, for he knows the standard rate is established *wherever* he may please to order.

In this point of view it will strike a student of economics that a prodigious blunder has been committed—a blunder that can not benefit its authors, though it might involve some of them in a common ruin.

It needs no recondite acquaintance with the conditions of the book trade to predicate an actual loss where the apparent profit is within certain well-known limits, out of which freights and all expenses have to be paid.

An argument that the margin now proposed for jobbers is sufficient, may be adduced from "old times," when the same discount was common. It is a fact that some of the trade "lived" to see better days. True, but they didn't thrive, and "crashes" were as frequent as avalanches in the Alps on a summer's day. The survival even of the fittest was attributable to the most skilful management, or to abundant capital earned elsewhere. The idea of a pure jobber acquiring *wealth* in his business would have seemed absurd at any time during the ten years preceding reform. No branch of trade so illy repaid the investment and effort it required. The grocer and the dry goods dealer, his neighbors, supplying the same sections of country, were well content with their gains, but the book-man doing one fifth in amount at equal expense wondered why, upon the same percentage of profit, he could not seem to rival their success.

Of course we do not for a moment entertain the hypothesis that the reducing dealers, or any of them, are speculating in the calamity they appear to have invoked. Excellence of intention, however, will not palliate or avert such a result.

And here a practical consideration arises to present itself to the publishers. Are these gentlemen secure while they stand, sweetly unconscious it may be, at the end of a row of toppling bricks ? It is a question of the future, that will arise again and again, like Banquo's ghost, if not heeded now, whether publishers should not, by selling under salutary restrictions, protect their customers from the consequences of their own rashness. Those who have the moral courage to do so may receive most thanks in the end.

But suppose disaster in its course to be arrested before the blind Samsons of Chicago are themselves crushed. Suppose the phoenix city to stand henceforth alone in its solitary grandeur to distribute books. Will that suit the publishers ? Doubtless not, unless they are content to be isolated more than ever from their real patrons, the people. Better a hundred channels freely scattering the supply, than

one that may be clogged or whose service is sure to be capricious, and the conditions thereof arbitrary, in proportion as it deems itself indispensable.

A louder appeal than that of any self-interest will also be heard by the magnanimous publisher. It is the voice of his friends, his good buyers and prompt paymasters, whom he has seen with pleasure, during the past two years of salutary legislation for the general welfare, growing into safe and profitable business establishments, and representing him faithfully in ever multiplying centres of trade and influence. These cry with earnestness, almost with bitterness, against the cruel competition that threatens all their prosperity.

Yes, it is quite possible there is a lesson of duty for the publisher in all this.

It may appear at first sight that the retailer, at least, benefits by the circumstance which jobbers and publishers deplore. But even this is illusory. The greatest peril to the A. B. T. A. is the already disproportionate profit of the retailer. Increase it by that which rightly belongs to the jobber, and the temptation to "cut" will be well-nigh irresistible.

Another danger that threatens the organization is the lack of confidence which this event is likely to inspire in other branches. Dealers will not know what to expect of the main body when they see the most important auxiliary dissolving into thin air through the caprice of a few leaders who are "a law to themselves." Between distrust and temptation, the virtue of the average bookseller is likely to be severely tested in this crisis.

Brethren of Chicago, are you willing to be responsible for the train of evils which your action threatens to precipitate on the craft of which you are conspicuous and honored members? Will you put back the hands on the dial of reform just as they are at the stroke of twelve? B.

From up the River.

TROY, N. Y., Nov. 6th, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: We send you by mail to-day copies of the Constitution and By-Laws of the Hudson River Book Trade Association, in which you will see that its members have tied themselves up to the reform, without reservation. Its members are considerably disappointed that the New-York and Boston trade have not taken some step towards defining what a large buyer is. Until they do, we are quite at the mercy of our large rivals. The definition of a large buyer, and schedule of discounts, is similar to the one adopted by the Philadelphia trade. It was adopted by our association for the sake of uniformity, and at the suggestion of one or two gentlemen, prominent in the trade in New-York, who said the Central Booksellers' Association was about to adopt it. As the thing works now, our customers, many of whom go to New-York frequently, can get their books at a discount of 20 per cent without regard to quantity. We know this to be so, for two or three prominent publishers, who also do a retail business, in answer to inquiries in regard to what they consider a large buyer, have admitted that a purchase of \$5, or up-
"s, would probably entitle a buyer to 20

per cent discount. It seems to us something of a farce to pass rules for the maintenance of retail prices, and then give 20 per cent discount to all who claim it. What has become of the Arbitration Committee? Have they made any progress towards the prevention of underselling? It seems to us that the success of the reform hinges upon the ability of the legitimate trade to control underselling. We have been annoyed for a month or more by the underselling of an itinerant peddler, who styles himself "The Book Butcher." By the aid of stunning placards and handbills, he has caught considerable floating trade, and done much to generally demoralize things. With a great deal of rubbish he has some desirable stock which he is selling low: Nimmo's 8vo poets, at \$1.25; Nuttall's Dictionary, \$1; 12mo, gilt-edged poets, for 90 cents, etc., etc. In addition to the above, and really worse, for he is a permanent dealer, is a neighbor who is a professional underseller. He considers this trade organization as his opportunity, and expects to grow fat on the filchings from our trade, now that we are prevented from meeting him. These difficulties, the failure thus far of the Arbitration Committee to do anything to prevent the most notorious undersellers from obtaining stock, and the very generous interpretation of the rules of the A. B. T. A. in vogue in New-York and Boston, rather tend to discourage organization. As friends of the reform and pioneers in this work, we call attention to the shortcomings, and to the general apathy that seems to take possession of the officers of the A. B. T. A. as soon as the zeal inspired by the Convention has passed away. It needs to be demonstrated, and without much delay, whether the A. B. T. A. has any power to control underselling. If it has, the association is a success, and is worth every thing to us. If it has no power to control these evils, it is a failure, and the sooner it passes into the limbo of things forgotten, the better.

Yours truly, H. B. NIMS & Co.

"Subscriber's" Reply.

Nov. 9, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: Your correspondent "Roorbach" is certainly right in supposing there is an opening for a live bookseller in the city in which "Subscriber" lives. We had one once from the North, but to our great chagrin his health obliged him to give up in a very short time. But, Mr. Editor, you are certainly wrong in imagining exaggeration in any thing I have written. I took care to put down nothing for which I had not actual witnesses to the particular facts, and every one here who has read the article has indorsed it most fully, and supplemented the instances by their own experience. I could have stated much more incredible facts, but to have told my stories intelligibly, I must have given the titles of the books, and so probably have betrayed to those who were guilty which cap was meant for which head. Therefore, I did not finish my six-dollar two-volume story; for the house could hardly have failed to recognize itself in the end, since it was one of the principals who waited on me. It was to the principal of the store I gave the order for the "Summa," but it was the chief clerk who

made the obliging offer of "The Winter in Cuba" as a substitute.

One head may recognize the fit of the following, but I must tell it. I asked the clerk for "Social Economy," in Putnam's Handy Book Series. "Haven't got it." Being anxious for it that day, I did not stir, but tried to persuade him he had, while roving my eyes around to see if I could espy the series on any shelf. At last I saw the set, just above my reach, and pointed them out. "Yes, but we have not the one you wish." "Well, hand some down, and perhaps I may find something to suit me." Slowly and reluctantly he gave up, leaning against the counter, and reached down the first one, which was—"SOCIAL ECONOMY"! The next day, I thought I would try whether he had improved in intelligence, and asked for "A Christian Painter of the Nineteenth Century." He thought he would be awake that time, and said he hadn't it, but the American S. S. Union was the place to get *that*. I knew it had been republished by Pott, Young & Co. about three months, and that the S. S. U. would probably about as soon sell the Catechism of the Council of Trent. But, for the fun of the thing, I went, and caused the clerk to stare in astonishment. This morning, I received a memorandum from my London agent, saying, for the third time, that a book which I had been unable to trace here was published in New-York.

I certainly have a great, and possibly omnivorous, appetite for books, but it is the first time I ever heard such appetite called pig-gish, even though one should sit down to so large and tough a meal as the "Summa." I will not credit "Bookseller" with meaning to say priggish, for what priggishness was there in asking in a church book-store for such a world-renowned book?—and, as a matter of course, to a store calling itself such I went for a theological work. I hope the booksellers generally will repudiate such a reflection on them, as supposing they could be ignorant of the "Summa" of St. Thomas Aquinas.

SUBSCRIBER.

TRADE MEETINGS.

Hudson River Booksellers' Association.

"THE Booksellers of Albany, Troy, West-Troy, Cohoes, Lansingburgh, Schenectady, and vicinity, being desirous of promoting a better acquaintance and understanding one with another, and for the purpose of establishing, as far as possible, sound and uniform methods of conducting business, have associated themselves under the name of The Hudson River Booksellers' Association." The Constitution, with this preamble, provides for annual meetings on the fourth Wednesday of September of each year, at which shall be elected a President, one Vice-President in each city and town; a Secretary and a Treasurer, with an Arbitration Committee of five members, who shall refer all matters which they are unable to adjust to the Arbitration Committee of the A. B. T. A. The annual dues are but \$1 per annum, and any respectable firm of booksellers is entitled to admission—the term including "dealers in books principally, books and stationery principally, drugs, books and

stationery principally, and news-dealers keeping a stock of books." The by-laws, etc., adopt the A. B. T. A. declarations, and the Philadelphia reduction scale; except Catholic books to Catholic institutions, clergy and teachers, "until it is officially announced through the PUBLISHERS' WEEKLY, that the Catholic publishers have given in their adherence to the reform;" place Methodist books in conformity with the concern's regulations, and hymn and tune and school books for introduction at the publishers' rates; and prohibit gifts and prizes. The declaration of principles, after reciting the feeling "that the universal custom of underselling, which has grown with in a few years to such startling dimensions, absorbing our profits and oftentimes sacrificing our personal dignity and honesty, should no longer continue," gives among other resolutions the following:

Resolved, That in view of a very common habit in vogue among many sharp, yet scarcely truthful buyers, of making statements that they can buy at a discount, or a better discount of a competitor, we do each other the justice to thoroughly investigate all such statements, and give such alleged offender an opportunity to explain; and if such explanation is not satisfactory, to report such infraction to our Arbitration Committee, who will deal with the case as provided by the Constitution.

Resolved, That in our retail selling we discontinue as much as possible the use of the word "discount," substituting in its place "reduction," or "concession," hoping it will aid in correcting an abuse that our trade has been peculiarly the victim of.

The following are the officers elected:

President—Henry B. Nims, Troy.

Vice-Presidents—S. R. Gray, Albany; C. B. Swart, Schenectady; W. H. Young, Troy; W. H. Daubney, West-Troy; W. D. McLean, Cohoes; Russell Porter, Lansingburgh.

Secretary and Treasurer—Clarence T. Jenkins, Albany.

Arbitration Committee—Joseph Knight, Troy; John Gilmour, Schenectady; Joseph Lord, Albany; Cephas Brainerd, Troy; Edwin Ellis, Albany.

The association has published a very neat pamphlet, in which all this matter is included. The up-river booksellers have certainly made an excellent start.

Personal Mention.

MR. A. EYRICH, of the New-Orleans trade, is editing a column of "Literary Notes" for the New-Orleans *Bulletin*, which makes a pleasant feature.

THE new book for children, just ready at the Putnams, "History of my Friends," introduces in the translator a new literary worker from a family of literary workers, Miss Amy Putnam.

AUTHORSHIP, or translatorship (?), is to be reinforced from the stage. Octave Feuillet's novel, "A Marriage in High Life," as announced by Carleton, will be translated by Rose Eytinge and Celia Logan.

MR. HORACE E. SCUDDER long ago wrote delightful books for children. The children are now grown up, and so, we suppose, he takes to grown-up fiction. *Appleton's Journal* of next week will commence a serial of five instalments from his pen, under the title of "The Heirs of the Bodley Estate." It is said to be of remarkable promise.

BOOKS RECEIVED.

THE SHIP IN THE DESERT, by Joaquin Miller. (Roberts Brothers.) With a mere thread of a story for a foundation, Mr. Joaquin Miller again weaves together some of his vivid fancies and picturesque descriptions of the wild Western country. No American writer of the present day has the same reputation in England that Joaquin Miller has made. There, his stirring, passionate verses, his powerful descriptions of nature in its grand, wild, almost unknown state, as it exists in our Western wilds, has stamped him as one of the foremost poets of the time, full of promise, in spite of many faults, and with a strength in expression and originality in thought as marked as it is rare. We commend his present work to American readers as fully up to any thing he has done. 16mo, cloth, \$1.50.

SIX TO SIXTEEN, by Juliana Horatia Ewing. (Roberts Brothers.) This story, written for girls, describes a young lady's life from six to sixteen. The heroine of the story is born in India, lives a while in France, but eventually settles permanently in England. There, in Yorkshire, in a highly cultivated family, all with various "hobbies" of an intellectual nature, she lives a happy and useful existence. The story embodies a good many of the authoress' theories on education, and especially points out the lasting pleasure and benefit to be derived from intellectual pursuits. There are ten very good illustrations by Helen Paterson. 16mo, cloth, \$1.50.

MICE AT PLAY, by Neil Forrest. (Roberts Brothers.) While the children will laugh heartily at the gambols of these naughty "mice at play," only the anxious, driven, overworked mammas will fully appreciate the moral of the story. Papa thinks it an easy thing to keep house, and wonders Mamma frets over it so, and sends her away on a visit to recruit, while he remains in charge. The children, four wild, bright, spirited, young ones, set the ball in motion the moment she takes her departure, as they are all ready and primed for a good time. To find out all that they do, and they certainly do some very funny things, we refer readers to the book, which will also explain how Papa changes his opinions on the subject of house-keeping, and how glad he is to abdicate for Mamma. One of the very best among the numerous juveniles out. Illustrated by Sol Eytinge. Sq. 16mo, cloth, \$1.50.

HUGH MELTON, by Katherine King. (Harper & Bros.) Miss King again draws her inspiration from barracks life. Her present story is not so long or so elaborate as "Our Detachment," but makes up for that in point of a more concentrated interest. 8vo, paper, 25 cents.

HISTORY OF THE UNITED STATES, by John Clark Ridpath. (Jones Brothers & Co.) An entirely new plan has been adopted in the preparation of this history. Besides giving an accurate and spirited account of the principal events of our national history, from the times of the first discoveries to the present day, the author has discussed the philosophy of those events as fully as possible within such narrow limits. The volume is also richly illustrated by pictures, charts, maps, and diagrams—the charts embracing the features of "Lyman's Historical Chart." Well printed on clear, white paper in large, bold type. A very desirable

text-book in every way; as such it is recommended to the special attention of teachers. 8vo, cloth, \$1.75.

THE QUEEN OF CONNAUGHT. (Harper & Bros.) An altogether new subject is treated of in this novel. A young Irish girl, a direct descendant of the "Queen of Connaught," received by Elizabeth personally at the English Court, grows up, with her mind filled with the traditions of her race, and her heart full of the sufferings and joys of those around her—"her people," as she loves to call them. We have not space to give her story, but it is extremely touching and pathetic, and told with a remarkable power. The descriptions of life and character among the peasants of Connaught are very skillfully done. By an unknown author. 8vo, paper, 50 cents.

RIVERS OF ICE, by R. M. Ballantyne. (Pott, Young & Co.) An interesting and exciting story for boys of Alpine adventure and glacier action, both instructive and amusing and full of incidents. Illustrated. 16mo, cloth, \$1.50.

THE MYSTERIOUS ISLAND—DROPPED FROM THE CLOUDS, by Jules Verne, translated by W. H. G. Kingston. (Scribner, Armstrong & Co.) This is only the first part of "The Mysterious Island." It will be completed in three books. The other two, "Abandoned" and "The Secret of the Island," the Scribners announce for publication. This is the story of the voyagers who escaped during the war from Richmond in a balloon, and are afterwards wrecked on an island in the Indian Ocean. Their subsequent adventures will be found in the other parts of the work. A handsomely gotten up and fully illustrated book. Crown 8vo, cloth, \$2.

SOUL PROBLEMS, by Joseph E. Peck. (Charles P. Somerby.) A number of essays on life, death, and a future state, permeated with a thoroughly materialistic spirit. 12mo, cloth, 75 cents; paper, 50 cents.

THE HEROES OF THE ARCTIC, by Frederick Whymper. (Pott, Young & Co.) This little book gives in a very compact form, and in a very clear narrative, the history of all the various Arctic expeditions that have been made by different countries, with the results attained, and biographical sketches of the leaders and heroes of the expeditions. The work is brought down to the present year, and the sailing of the Pandora, sent out by Lady Franklin. 16mo, cloth, \$1.50.

JOLLY GOOD TIMES, by P. Thorne. (Roberts Brothers.) "Child-Life on a Farm," the second title to this story, fully describes it. It relates the various plays of Millie and Teddy, two little children who lived outside of Boston on a farm, and who went strawberrying, made hay, hunted for eggs, and celebrated Thanksgiving. There is a bright, healthy atmosphere about the book, which makes it an eminently desirable one to place in the hands of young children. Like the other juveniles brought out by this house, it is noticeable for the neat and attractive way in which it is gotten up. The illustrations are by Addie Ledyard. Square 16mo, cloth, \$1.50.

NINE LITTLE GOSLINGS, by Susan Coolidge. (Roberts Brothers.) A collection of short stories, based on "Mother Goose's" rhymes, with such very suggestive names as the following:

"Curly Locks," "Goosey, Goosey Gander," "Little Bo-Peep," "Mistress Mary," "Ride a Cock Horse," "Lady Queen Anne," etc., etc. Full of fun of a very refined nature, and not overburthened with moral lessons. Just the bright, fresh, original sort of stories that boys and girls, who are still boys and girls, delight to read. Some pretty illustrations in the way of head-pieces precede the stories. Square 16mo, cloth, \$1.50.

JONAH, THE SELF-WILLED PROPHET, by Stuart Mitchell. (Claxton. Remsen & Haffelfinger.) Mr. Stuart Mitchell is, we believe, the first American who has attempted a translation of the book of Jonah. He has taken it directly from the Hebrew, and has accomplished his work in a very able and scholarly manner. His exposition aims to fill up, as consistently as possible, the brief outline of the narrative given by the text, and to aid the reader in deducing the lessons it teaches. He admits all the miracles of the story, and fortifies his ground by numerous notes and references. The book is written in the form of a story, and is quite fresh and interesting. 12mo, cloth, \$1.50.

NATURE AND THE SCRIPTURE, by Tayler Lewis, LL.D. (Board of Pub. of the R. C. A.) Under this general title are included five lectures, delivered before the Theological Seminary and Rutgers College, by Mr. Tayler Lewis, during the year 1875. They are severally named, "The Fearfulness of Atheism," "The Denial of the Supernatural," "The Cosmical Argument—Worlds in Space, Worlds in Time"—"The Kingdom of God." 12mo, cloth, \$1.25.

WE have to acknowledge, from Dick & Fitzgerald, two little books of special interest, "The Amateur Trapper" and "The Horseman's Guide," by George P. Delisser. The first is a complete guide to the art of trapping, snaring, and netting. The second gives every possible information about buying and selling horses, with a great deal of other matter on the same subject. Each, 75 cents.

HANDBOOK FOR CHARCOAL-BURNERS, by G. Svedelius, translated from the Swedish by R. B. Anderson. (John Wiley & Son.) This is looked upon as probably the best treatise ever published on the manufacture of charcoal. In the year 1862, the Swedish government offered a prize for a suitable and popular treatise on the subject, and in five years only received seven treatises. None of them were considered good enough to draw the whole prize, but suitable compensation was made, and two of the best placed in the hands of Mr. Svedelius, who produced the present work by using the material given him, and adding to it from many valuable sources. 12mo, cloth, \$1.50.

THE HISTORY OF MY FRIENDS, translated from the French of Emile Achard. (G. P. Putnam's Sons.) Achard calls this "the history of some animals whom I considered it an honor to have known in life, and who thought me worthy of their friendship." Both children and grown folks will find it very interesting reading. A very attractively gotten-up book, and very fully illustrated. The binding is noticeably brilliant. Square 12mo, cloth, \$1.75.

Mr. Randolph in the "Observer."

[By the courtesy of Dr. Prime, we are enabled to reprint the following letter from Mr. Randolph from this week's issue of the *Observer*. The letter explains itself.—ED.]

Messrs. Editors of the N. Y. Observer :

In your issue of the 21st inst., I find the following :

"A book that sold before the war for \$1.25 now brings \$1.75 and \$2. Publishers' discounts to jobbers and retailers have not changed. They range from 33 to 42 per cent. The retailer can sell from 20 to 30 per cent. below the rates asked, and still make a living profit. He is forbidden to do so, however, by the trade union to which the leading publishers belong. The result of this is, that literary men are buying as few American books as possible, and are filling their shelves from foreign markets. Public libraries are doing the same thing. It is next to an impossibility to regulate trade by combination. Competition is the life of business, and in the long run steady perseverance in doing the fair thing wins success."

Will you kindly permit me space to correct the misapprehensions of the writer as to the origin and purposes of the American Book Trade Association?

It is true that, during the war, the prices of books were advanced, and that those prices are still more or less maintained. What is true of the book trade is also true of the newspaper press—the prices of neither have been reduced to the ante-war rates, for the simple reason that the cost of *production* and of *distribution* has been greatly enhanced. The proof of this is found in the fact that the net profits of the publishers, both of newspapers and of books, are no greater than they were fifteen years ago.

The statement that fifteen per cent is a living profit to the *dealer* in books, is quite as much of an error as it would be to say that, inasmuch as a copy of a newspaper costs three and one half cents to produce it, while it is sold for six, four cents and a quarter should give a sufficient profit.

Every book published is a distinct commodity and bears a *retail* price. This is fixed by the publisher, and from that price a discount is made to the dealer. It is seldom that the discount on miscellaneous books, except a certain class of children's books, averages more than 35 per cent. The character of the bookselling business makes it a limited one, and the history of the retail trade shows that unless the business pays an average profit of 30 per cent, it is scarcely worth the following, and, even on this basis, that it returns less than any other demanding the same degree of capital and intelligence.

In regard to publishing, the impression prevails that the miscellaneous book-publishing business is one of the most profitable in the world; but it can be shown that it does not return a *net* profit of 10 per cent, while it is subject to great losses and depreciation; and that the author who receives a 10 per cent royalty on his book when the sale does not exceed three or four thousand copies makes as much out of it as the publisher. In that very large number of cases in which the book is not successful to the above extent, the publisher, and not the author, suffers the actual pecuniary loss.

For many years, it has been the custom of the trade to make a discount from the retail prices to clergymen, public and Sunday-school libraries, secular teachers, and schools; and this rule still holds under the reform move-

ment; but, by degrees, there sprang up, in "the competitions of trade," a custom of making discounts to all classes and conditions of men shrewd enough to argue for them. Schools and teachers and librarians managed finally to buy as cheaply as the dealers, and many publishers would sell at retail over their counters at rates within 5 or 10 per cent of those made to the trade. The great centres thus bid for the business not only of the centres, but of the whole country, and the result was a serious and damaging effect upon the local bookstores, which were ready to make the 20 per cent discount to the privileged classes, but could no longer live if only 15 or 18 per cent could be obtained on the balance of the business.

So serious had the evil become, and so liable to prove a great injury not only to the dealers, but the publishers, that a number of the *retailers* of the West moved in the matter of a reform. The statement of their case was so clear that it commanded the attention and co-operation of many of the publishers, and the final result was the organization, more than a year ago, of the American Book Trade Association, which has on its roll not only a very large number of dealers, but also the religious publishing societies and the large publishing and jobbing houses of the trade.

Will you let me add that the Association is not a trade union, in the sense you imply, but a simple organization in the interest of fair and honorable dealing. It aims to secure to the bookseller a *reasonable* profit, without which he can not live: *for every book sold at the rates you have named is sold not only without a profit to the seller, but often at a positive loss; for the average expense of conducting the retail book business is seldom, if ever, less than 15 per cent.*

I can not but think that you are in error in saying that, as a result of this movement, "literary men are buying as few American books as possible, and are filling their shelves from foreign markets." My knowledge and observation has not shown me any such result, for our reprints of English books are much cheaper at the full retail price than the original editions, while the books not reprinted are excessively dear. I have found a readiness on the part of many to recognize not only the justness, but the desirableness, of the movement for reform, on the ground that the published retail price of a book should no longer be a *fiction*, and that the *sharp* buyer should no longer gain an advantage over the *generous* one, by persuading the publisher or the dealer that he ought to buy cheaper than his neighbor because he knew how to do it!

I am sure that you will agree with me that a well-furnished bookstore in the town and village is very desirable, but it must be borne in mind that not even "a steady perseverance" will maintain it, if the bookseller can not make a living out of it. That competition which your writer alleges is the life of business has shut up many a one, and weakened hundreds of others during the last few years. I speak of that which I know, and the evil and the danger are only to be met and remedied by *honest dealing all round*, and the recognition by the public—which I believe it is ready to give—of the simple truth, that the laboring bookseller is worthy of his hire.

May I not hope that I have removed the misapprehensions of your writer, and that now the

Observer will lend a valuable helping hand in this movement for a long-needed reform?

Very respectfully yours,

A. D. F. RANDOLPH,
President American Book Trade Association.

STATIONERY NOTES.

A VERY neat Centennial card, the "Excelsior," is published by the Thomas W. Price Co., of 505 Minor street, Philadelphia. It is neatly printed on a combination of tints, and contains views of the five principal exhibition buildings artistically grouped around an emblematical design illustrating the protection afforded to the arts and sciences by the Genius of Liberty, with blank for business card. Price, \$7 per thousand.

LITERARY AND TRADE NEWS.

THE Scribners will of course publish Max Muller's fourth and concluding volume of "Chips," which will be composed of lectures, articles, and notes, divided into nine heads. The first four are on "Comparative Philology and Mythology," and the "Science of Religion." His "Life of Colebrook," address before the Aryan section of the last Oriental Congress, "Reply to Mr. Darwin," and a piquant essay in "Self-Defence," will also be included, as well as a general index to this and the preceding volume.

THE Yale professors are talking of getting up a work on the college, patterned on "The Harvard Book."

THE Methodist Book Concern will issue about the first of next month an important book on "Methodism and its Methods," by the Rev. Dr. J. T. Crane. The several chapters will be on the origin, growth, and present state of the Church; its organization; itinerancy, its lights and shadows; the episcopacy and its proposed modifications; the presiding eldership, its origin and value, the question of its being made elective, and other proposed modifications; the perils of ecclesiastical prosperity and those of ecclesiastical centralization.

NEGOTIATION is in progress between G. W. Carleton & Co. and a well-known distributing house, which proposes to buy the market on the entire first edition of Miss Evans' "Infelice."

THE Dartmouth boys have been playing pranks up at Hanover, by no means creditable to their manliness and good sense. Last week there was an auction sale at the store of Mr. J. B. Parker, at which the students acted so riotously, breaking windows, and assaulting Mr. Parker and his clerk, that he obtained indictments against ten of the number. They were arrested at night, and in the morning taken to the train for Plymouth, where they were to be tried. The other students accompanied them in a body, hooting and howling, and only six were left to attend chapel. When Mr. Parker arrived at the depot, the students laid hands on him and locked him up in the ticket office until the train had gone. The students were released on bail, and will be tried at the March term of the court at Haverhill.

"SCRIPTURE Speculations," credited to H. R. Stevens, in our list of October 9th, will be supplied the trade by C. P. Somerby, 139 Eighth street, city.

MR. JNO. F. MARTHENS, Pittsburgh, Pa., informs us that he can still furnish a few copies of his "Typographical Bibliography," at 50 cents each.

MR. W. B. CLARKE, 340 Washington street, Boston, late with W. H. Piper & Co., prints a neat, selected catalogue, particularly rich in fine works on art and architecture. It includes also a number of MSS. in vellum.

WE have the first number of the *Music Trade Review*, to be published on the 3d and 18th of each month by the Trade Review Publishing Company (Limited), 860 Broadway, at \$4 a year. It is a presentable pamphlet of 12 pages, music sheet size, with neat covers, and is meant as a representative of the music publishing and allied interests. It has many articles on musical topics, letters from the musical critics of Europe, descriptive lists of all new music, musical news, and trade information.

WE have from the New-York Society of Practical Engineering (address, 212 Broadway) a pamphlet containing the annual address of President Jas. A. Whitney, on "The Relations of the Patent Laws to American Agriculture, Arts, and Industries." His showing that patents for inventions are not monopolies, has some trade interest in connection with copyright questions.

NEW-ORLEANS is to publish a novel, which is to be a Southern "Bonanza," it is claimed. "The Miller of Silcott Mill" is by a resident of the fashionable quarter of the Crescent City, but the name is not given.

DR. PATTON, of *The Advance*, has nearly ready for the press a volume on "Prayer and its Remarkable Answers."

A BECKMAN street house advertises in the printing journals, for the benefit of the provincial papers, their "new serial story," "stereotyped by our patent process at 12½ cents per 1000 ems, complete proofs of which are now ready and will be mailed free on application." This is the latest money-saving device.

AN edition of the *Life and Works of Count Rumford*, one of the most remarkable of Americans in the Revolutionary age, is to be published by Estes & Lauriat, in five volumes.

THE *Literary World* gives the following particulars of Mr. Josiah P. Quincy's little book, to be published by Roberts Bros., on "Protection for Majorities; Considerations Relating to Electoral Reform; with other Papers." "The author has discussed these and kindred subjects with marked ability in the pages of *Old and New*, and offers this collection as a fitting contribution to centennial literature. The contents of the book will be the following: Introductory; The Protection of Majorities; Coercion in the Later Stages of Education; The Function of Town Libraries; The Abuse of Reading; The Better Samaritan."

SWINBURNE writes the paper on Beaumont and Fletcher in the *Encyclopædia Britannica*.

THE Appletons are to publish a superb volume, with photographic portraits and brief sketches of English poets, the photographs being of German origin, and similar to the

well-known series of the great musical composers.

MISS HARRIET MARTINEAU, it is stated, has nearly completed her memoirs.

M. ERNEST RENAN's two final volumes on the Early History of Christianity will be published in the beginning of the coming winter. The volumes already issued are "Vie de Jesus," "Les Apotres," "Saint Paul," and "L'Antichrist." M. Renan has also in press a volume of Miscellanies.

GUSTAVE DORE is to get \$50,000 for his illustrations of Shakespeare.

MESSES. COLLINS, of Glasgow, are providing maps, nicely colored, 13 by 11 inches, at a penny each; also a series of outline maps and blank projections, the same size, for the use of poorer children.

THE *Herald's* London correspondent announces the removal of most of the objection Mrs. Charles Kingsley had to a proposed life of her husband, and that letters and facts are being got together for a "Life of the Rev. Charles Kingsley," which will be written by his great friend and admirer, Tom Hughes.

THE English trade are still having a hot discussion over "leatherette," the cheap substitute for leather, which is simply felted paper, dyed to correspond in color with the surface, and, instead of being embossed by being run through a pair of engraved cylinders, as is "feltine," cut into pieces, and embossed by means of electrotype plates, made by depositing the copper upon the surface of handsomely-marked specimens of leather, so that an exact copy is obtained of the markings of the skin itself. A correspondent of the *Bookseller* reiterates that this is poor stuff, that nowhere stands the test of use. It has, however, many defenders.

FARRAR's "Life of Christ" has reached a sixteenth edition in England.

A POLYGLOT edition of Bunyan's "Pilgrim's Progress"—French, German, Italian, Spanish, Portuguese, and English—has been started in England.

BROCKHAUS, at Leipsic, will publish a work under the title "Artes Africanæ—Pictures and Descriptions of the Productions of Central African Nations," by Dr. G. Schweinfurth. This will be a continuation of "The Heart of Africa."

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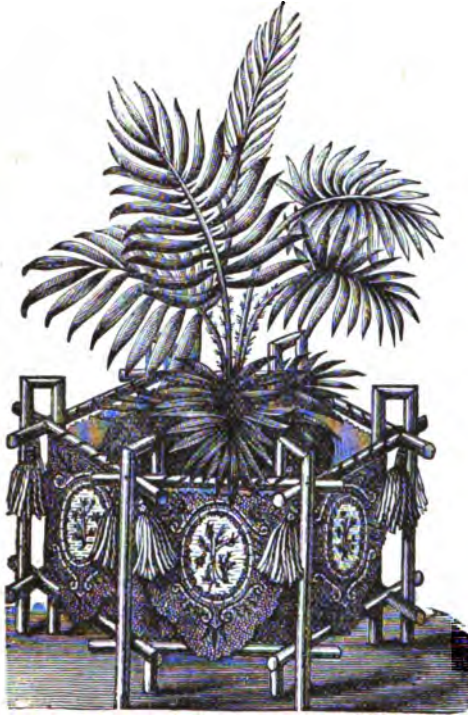
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LEE & SHEPARD will soon publish a book, which should interest the admirers of "Oliver Optic." Mr. Adams began his literary career as a writer of short stories, and a volume of his early domestic tales is to be reprinted by them under the title of "In Doors and Out."

DODD & MEAD have just ready a book of considerable importance to all church people, especially as there is now frequent controversy on its subject. This is two lectures by Judge Strong, of the United States Supreme Bench, on "The Relations of Civil Law to Church Polity, Discipline, and Property," which discuss the subject authoritatively, yet in a simple way that any layman can understand.

AMONG the nicest Christmas goods will be the series of "Little Classics" and the "Bric-a-Brac" books, each of which will be issued in a pretty case as a library by itself. Booksellers

should look out for this line of stock, which is very popular this year.

MR. STOCKTON's "Tales Out of School," almost ready at the Scribners, is a clever book with a clever title. It is full of all sorts of good things for the little folks—stories, sketches, descriptive articles, etc., and the pictures are "splendid."

MR. GEO. A. BAKER, Jr., has written, over the signature of "Katzenjammer," in the *Evening Mail*, a number of very bright satires on "The Bad Habits of Good Society." They will be issued in a neat, tasteful volume for the holidays by Mr. F. B. Patterson.

MR. HENRY JAMES, Jr.'s new novel of "Roderick Hudson" is just ready at Jas. R. Osgood & Co.'s. It is one of the best stories he has yet written, and he is now acknowledged one of the brightest and strongest men among American fictionists.

SHELDON & Co. will issue in December a novel by a new writer, Mrs. Belle Kendrick Abbott, a niece of Prof. Kendrick. "Leah Mordecai" is a story of life in Charleston, S. C., the heroine being drawn from the aristocratic Hebrews, once prominent in the society circles of that city.

MRS. MARIE DARRINGTON DESLONDE, "a well-known society belle," is the author of "The Miller of Silcott Mill," the novel from New-Orleans of which we have spoken. It will be published by G. W. Carleton & Co.

"WEST-INDIA PICKLES" is the spicy title given by W. P. Talboys to a humorous book in the press of Carleton & Co., being the diary of a yacht-cruise last winter among the West-India Islands.

A SUPERB French work on Joan of Arc, with chromo and wood-cut illustrations in the style of Lacroix's fine volumes, will be published for the holidays by J. W. Bouton.

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ANNOUNCEMENTS OF FORTHCOMING PUBLICATIONS.

RESOLVED, That this Convention recognize the PUBLISHERS' WEEKLY as the established organ of the entire trade, and recommend it to publishers as the medium through which they should make their "first announcement" of books they propose to publish, and the full title of all books immediately on publication.—AMERICAN BOOK TRADE ASSOCIATION.

D. APPLETON & CO., New-York.
Our Place Among the Infinities. By R. A. Proctor.
The Five Senses of Man. By Prof. Bernstein, of Halle. (Intern. Sci. Series.)

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CASSELL, PETER & GALPIN, New-York.
Dictionary of Cookery.

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Lectures Delivered in America in 1874. By Chas. Kingsley 12°. \$1.25.

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The Prayer-Gauge Debate of Prof. Tyndall, Francis Gaston, and others, against Dr. Littledale, Dr. McCosh, the Duke of Argyll, Canon Liddon, and the Spectator.

Mr. Edwin Buck's Ecclesiastical Law of Massachusetts. *New ed., rev. and enl.* A work of permanent interest and importance.

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A Commentary for Sunday-School Teachers, on the International Sunday-School Lessons for 1876. By Rufus W. Clark, D.D., author of "Lessons on Heroes of the Bible," etc. Large 12°.

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ESTES & LAURIAT, Boston.
Life and Works of Count Rumford.

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Victor and Vanquished. By Mary C. Hay, author of "Old Myddelton's Money."

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(November.)

Apples of Gold. For 1875. Small 4°. Chromo cover. \$1.**Sermons on the International Sunday-School Lessons for 1876.** By the Monday Club. Sq. 12°.**Leaves from Sunday-School and Mission Fields.** An Aid to Sunday-School Workers. By Mary P. Hale. 16°.**The Secret of Strength.** A Story. By Maria Bruce Lyman. 16°.**T. J. MORROW and N. TIBBALS & SON, New-York.**

(December 1.)

The Merchant's Sales and Expense Book. Intended for Storekeepers generally, in recording their daily sales and expenses. Designed for one year, and contains a classified recapitulation for each month and year. May be commenced at any time. Cr. 8°. 50 c.**The Daily Expense Book.** Adapted for Individuals and Families, in keeping a classified account of Expenditures, with a monthly and yearly recapitulation. May be commenced at any time of month or year. Cr. 8°. 50 c.**NELSON & PHILLIPS, New-York.****Daniel Quorm,** and his Religious Notions. By Mark Guy Pearse, author of "Mister Horn and his Friends," etc.**Methodism and its Methods.** By Dr. J. T. Crane.**JAS. E. OSGOOD & CO., Boston.****Essays.** By John Fiske.**T. B. PETERSON & BROS., Philadelphia.****A New Way to Win a Fortune.** By Miss Eliza A. Dupuy. 12°. \$1.75. (Nearly ready.)**POTT, YOUNG & CO., New-York.****Companions of the Devout Life.****ROBERTS BROS., Boston.****Eastern Life,** Past and Present. By Harriet Martineau **Protection for Majorities.** By Josiah P. Quincy.**SORIBNER, ARMSTRONG & CO., New-York.****Chips.** Vol. 4. By Max Muller.**E. & F. N. SPON, New-York.**

(November.)

The Autobiography of Sir John Rennie, Past President of the Institution of Civil Engineers, F.R.S., etc., etc. Edited by his Son, C. G. C. Rennie. [Portrait.] 8°. \$5.**Bamboo,** considered as a Paper-making Material. With Remarks upon its Cultivation and Treatment. Supplemented by a Consideration of the present Position of the Paper Trade in relation to the Supply of Raw Material. By Thos. Routledge. 8°, pp. 40. Pap., 40 c.

(December.)

Physics of Ether. By S. T. Preston. 8°. \$3.**Band Gearing.** By E. J. C. Welch. Fcp. 8°. Pap., 20 c.**Syllabus of the Lectures in Engineering at Owens College.** By Prof. Osborne Reynolds, M.A. With a Series of Examples by Mr. J. B. Millar, Assist. Lecturer in Engineering. Cr. 8°. \$1.50.**Spon's Engineers' and Contractors' Illustrated Book of Prices of Machines, Tools, Ironwork, and Contractors' Material.** Roy. 8°. \$3.**Stocking up for the Holidays.**

IN buying stock, especially for the holiday trade, the bookseller needs to strike the happy mean between faith and caution. He should have on his shelves, when the holiday trade begins, the full lines and a good supply of such books as his particular constituency is likely to buy, and yet he should be careful not to lay in stock of an evanescent sale to such extent that he will have to carry them over into next year. The interests of publishers and jobbers are at one with those of the bookseller himself in holding him back from purchasing holiday stock that he can not turn over this year, for it simply clogs his business, and locks up his capital, and so prevents sales next year. Therefore the holiday buyer should discriminate carefully, and look rather at the character of the goods offered, than at the amount of discount he may get.

Nevertheless, we believe the enterprising retailer who buys carefully may lay in much larger stocks than usual this year, and make money. If his field is well cultivated beforehand, his customers' tastes studied and provided for, his store made attractive and well organized both for showing and selling goods, he can place even this year more goods than are ever sold unless the field is thus cultivated, and this year he has the chance in most places to make a living profit on what he does sell. The bookseller always has a certain ad-

vantage in "hard times" holiday-seasons, for his goods fit the smallest as well as the longest purses. Let him make the most of his field and his advantages, and neither he nor the publishers need complain of a dull holiday season.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

"Give us a Chance!"

OUT WEST, Nov. 6, 1875.

To the Editor of the *Publishers' Weekly*:

DEAR SIR: Please hear me briefly on a subject of interest to all retail newsdealers, already treated of in your valuable columns, but which I think needs agitating at least once a month.

The first number of the "Boys of the World," published by Street & Smith, is given away; then, when No. 2 comes along, and you ask the boys seven cents a copy, they "kick" (if you will allow the expression), for the price is printed on the paper, "Single copy, five cents." The Western News Co. charge me 4½ cents each. I pay express charges or postage, and perhaps have two or three left over. Where is

my profit? In the News Co.'s pockets, of course. The same way with "Harper's Weekly," "Frank Leslie's," and others. I pay about nine cents each and sell them for ten. *Enormous profit!*

If the publishers desire newsdealers to keep their publications on their counters, why not make the prices so they can realize something from the sale of them? I have distributed about seventy-five of No. 1 "Boys of the World," and I get just three subscribers.

When *will* the publishers see that it is for their interest to favor the retail dealers to a small extent, and not give *all* the profits to the wholesale dealer, who of course has the most money and the *monopoly*, and if the retailer don't pay his statement every week, he can shut up shop, for his papers stop, sure pop! Keep the pot boiling. Next!

Yours truly, RETAIL NEWSDEALER.

[Our lively and poetical correspondent shall have his hearing. It should be understood, however, that the margin between retail price and actual cost of all newspapers is very small. The publisher is probably in fault here, for we doubt if, freight included, the News Co.'s profits are exorbitantly large on any journals.—ED.]

WE have now three letters from our anonymous friend "D." awaiting the name required as guarantee of good faith.

Obituary.

MR. HENRY F. PHINNEY, formerly of the house of Ivison & Phinney, died at his residence in Cooperstown, N. Y., Thursday, October 28th.

Born in 1816, Mr. Phinney at an early age became a partner in the book-house of his father and uncle in his native place, Cooperstown, a connection he continued until the establishment was burned in 1849. Removing then to Philadelphia, he carried on the same business there, until in 1854 he came to New-York, and formed a partnership under the name of Ivison & Phinney, successors to Mark H. Newman & Co., school-book publishers. From this date until 1870 he was connected with different firms in this city, until in the latter year he removed permanently to his native place, Cooperstown.

Mr. Phinney's position in the trade was a most honorable one, and his success a matter of congratulation. We are sure his death will most generally be lamented, as his courtesy and uprightness secured the friendship of all he met.

BOOKS RECEIVED.

AUTOBIOGRAPHY OF MRS. FLETCHER. (Roberts Brothers.) Mrs. Fletcher's life will be found specially interesting, as having been spent among the most cultivated people of England and Scotland; and also for the record it contains of her friendship with many distinguished political and literary men, of our own and other countries. Though not a writer of books, she was a highly cultivated woman, with a brilliant and appreciative mind, which drew around her the literary lights of her own time, and made

her a power in her own immediate circle. As a picture of manners of the last part of the last century, and of more than half of this, her graphic descriptions, as derived from her correspondence, are extremely valuable. The volume was written by Mrs. Fletcher for private circulation among her friends, but the great interest it inspired induced her daughter to give it to the public. Wordsworth, Kossuth, Mazzini, Mrs. Barbauld, Maria Edgeworth, Lucy Aikin, Brougham, Jeffrey, Lord John Russell, are a few of the brilliant and noted persons, reminiscences of whom shed a lustre on the work. Two beautiful pictures of Mrs. Fletcher are given—one as she appeared at fifteen and the other at eighty years of age. She looks charmingly attractive in both. The exceedingly fine get-up of the volume deserves mention. 8vo, cloth, \$2.50.

SONGS OF YESTERDAY, by Benjamin F. Taylor. (S. C. Griggs & Co.) Chicago may well be proud of this first effort of her publishers in the holiday gift-book line. It compares very favorably with the same style of books from Eastern houses in the market. Miss Hallock, Eyttinge, Moran, Darley, and Sheppard, are familiar names to be found among the number of artists who have contributed to the adornment of the book, the binding, paper, and printing of which are all in first-class style. It seems scarcely courteous to make mention of Mr. Taylor last of all, but we take it for granted that he is well and favorably known, and no stranger to lovers of refined, delicate poems. The same old-fashioned flavor, and quaint, gentle grace, which especially marked his "Old Time Pictures," are to be found in these poems. They sing mostly of rural scenes, and war incidents of a past day, and are imbued with a singular childlike and religious simplicity. The volume should not be overlooked in selecting gift-books for the coming season, as it has much to recommend it. Royal 8vo, cloth, fully gilt, \$4.

THE BERTRAM FAMILY, by the author of "The Schönberg-Cotta Family." (Dodd & Mead.) This is a continuation really of "The Schönberg-Cotta Family" and "Kitty Trevelyan's Diary," the heroines of the story being the children of Grace and Maurice Leigh, who will be recognized as old friends. Winifred Bertram's story is also taken up again, and told to the very end. The same deep religious feeling which pervades all of Mrs. Charles' other works permeates every page of this. 12mo, cloth, \$1.50.

DRAWN FROM LIFE, by Charles Dickens. (E. J. Hale & Son.) This volume contains a number of sketches of young ladies, young gentlemen, and young couples. The first series of sketches, "Young Ladies," was written by a contemporaneous writer of Dickens, Dickens only supplementing a series which became very popular, by his "Young Gentlemen and Young Couples." They are scarcely up to Dickens' best efforts, though worth reading. The volume reproduces the original illustrations from the pencil of Mr. Hablot K. Brown ("Phiz"); they are really quite happy in catching the spirit and humor of the text. 12mo, cloth, \$1.50.

THE SHEPHERD LADY, by Jean Ingelow. (Roberts Brothers.) Jean Ingelow is such a favorite in this country that no recommendation is needed to turn the reader's attention towards her works. The poems in this volume are ex-

tirely new, and eminently characteristic of the writer. The volume is beautifully gotten up, and is designed for presentation. The illustrations by Arthur Hughes, Miss Hall-lock, Darley, and Sol Eytinge, adorn every page and embellish and interpret the text in a charming manner. The get-up of the work is in the same elegant style of "Sorgs of Seven," published last year. We must not forget a very fine steel-engraved portrait of the author, which enhances the value of the book. Royal 8vo, gilt edges, cloth, \$4.50; morocco, \$9.

BROUGHT HOME, by Hesba Stretton. (Dodd & Mead.) The unhappy heroine of this story is the wife of an English clergyman, who goes away from his parish on a two years' leave of absence to Madeira, to regain his health. His income is so small that he is obliged to leave his wife at home, and she, separated from her husband and child, falls into a morbid, melancholy state, which results in a fondness for strong stimulants, and eventually in intemperance. The story graphically describes her fall and final redemption. A sad and depressing story, whose strong point is the lesson it teaches. 16mo, cloth, \$1.25.

NOTES OF TRAVEL IN SOUTH-WESTERN AFRICA, by C. J. Andersson. (G. P. Putnam's Sons.) This work does not contain any thing new in the way of African exploration; it seems to be chiefly devoted to an account of Mr. Andersson's own adventures, and his troubles with his Hottentot and Namaqua neighbors at Otjimbingue, a trading post on the Swakop. A great deal, however, that is new about African animals and game, and peculiarities of the country and climate, is recorded. 12mo, cloth, \$2.

CARTOONS, by Margaret J. Preston. (Roberts Brothers.) A volume of poems divided into three parts, namely, "Cartoons from the Life of the Old Masters," "Cartoons from the Life of the Legends," "Cartoons from the Life of To-day." In the first part, various incidents in the lives of the old masters are reproduced, and we catch some very human glimpses of Raphael, Michael Angelo, Murillo, Da Vinci, Albert Durer, etc.; in the second our saints and martyrs serve as heroes and heroines; and in the third division some of the sweetest and most characteristic lines sing of the heroes of to-day—such as Kingsley, Agassiz, Rossel, and "the hero of the Commune." 12mo, cloth, \$1.50.

ROCKS AHEAD, by W. R. Greg. (James R. Osgood & Co.) Mr. Greg's "Warnings of Cassandra" made the most stir in England of all his books. The essays which make up the book point out in a daring manner the evils in politics, economy, and religion, which permeate the country, and which he warns the English people they will eventually founder upon. The work will no doubt excite great interest here. 12mo, cloth, \$2.

A BRIEF HISTORY OF FRANCE. (A. S. Barnes & Co.) The second volume of Barnes' Brief History Series, and prepared upon the same plan as their History of the United States. A few of the special features of this series are, the division of the book into great historical epochs; the summary at the close of each dynasty; the geographical questions at the beginning of each epoch, and the chronological

review and references for reading at the end of each; the collection in foot-notes of anecdotes, biographies, and interesting facts; the use of bold topical headings which attract the eye at a glance; and the illustrations and descriptions of the manners and customs of the people, etc., etc. The get-up of the book is very handsome; it is printed in bold type on fine white paper, and substantially bound. 12mo, cloth, \$1.50.

LEGEND OF MONTROSE.—BRIDE OF LAMMERMOOR.—IVANHOE, by Scott. (E. J. Hale & Son.) These volumes of the Waverley Novels represent 13-17 of the Thistle edition, published by the above house. The edition is a very desirable one; it is well printed on fine tinted paper and nicely illustrated. The binding, with its thistles and medallion of Scott, is both tasteful and brilliant. As good an edition as there is in the market for the money. \$1.50 per volume.

LITTLE LESSONS FOR LITTLE HOUSEKEEPERS. (A. D. F. Randolph & Co.) The little lessons in this little book were first used in teaching the poor children in the Wilson Industrial School. They begin at the very rudiments of housekeeping with washing dishes, and go on to teach how to take care of the dining-room, how to wait on table, how to wash and iron, how to cook, do chamber work, etc. Little diagrams accompany the lessons, which are thus rendered perfectly explicit. Quite a cunning little catechism for the young ones. Paper, 15 c.

THE American News Company send us their well-known juveniles for 1875—"Little Folks," "Chatterbox," and "Sunday Reading for the Young." The style in which they are issued is so familiar to the trade that we will not go into particulars; adding, however, that they are fully-up to past years in interest and attractiveness. Each, sq. 4to, boards, \$1.50; cloth, \$2.50.

LITTLE FOLKS' LETTERS, by Nannette S. Emerson. (Carleton & Co.) These letters, exchanged by some little children in the country with some little friends in the city, are quite bright and fresh, and very characteristic. Illustrated, with a picture also of the authoress. 12mo, cloth, \$1.50.

LITERARY AND TRADE NEWS.

A LITERARY curiosity is promised by G. P. Putnam's Sons in the shape of a Japanese romance, entitled "Chinshingura; or, the Loyal League," translated by Frederick V. Dickens, with notes and an appendix containing a metrical version of "The Ballad of Takasago," and specimens of the original text in the Japanese character, illustrated by numerous full-page tinted plates, drawn and engraved by Japanese artists, and printed on Japanese paper. This romance, which is founded on a historical episode, is said to be interesting and valuable for the light that it throws upon the manner of thought and life in Japan, and upon the degree to which devotion to the clan and the chieftain absorbs all other interests.

THE Congregational Publication Society will issue a little volume on "The Prayer-Gauge Debate," which will include the arguments of Prof. Tyndall, Galton, and others on one side, and of Dr. McCosh, Canon Liddon, the Duke of Argyll, and others on the other.

THE Centennial History of A. S. Barnes & Co., to be published early next year, will be a handsome imperial octavo of 700 pages, intended for the general reader. There will be 250 maps, portraits, and illustrations on wood by Eytinge and other well-known artists, and the book will be altogether very beautiful.

THE *Young People's Magazine*, of Boston, started soon after *Our Young Folks* was merged in *St. Nicholas*, with the view of providing a first-class periodical for children at a low price, has now been discontinued, and its unexpired subscriptions will be filled by *St. Nicholas*.

BROWNING'S new poem will be "An Inn Album."

THEY are having lively times up at Dartmouth. Now, it is stated by the *Boston Globe*, M. E. McClary, of '76, and an older brother, H. P. McClary, have decided to open a new bookstore in Hanover, by December 1st, immediately

after the Thanksgiving recess. They have hired a large shop in Whitcomb's Block, and will make it as comfortable and attractive as possible. They intend to keep a large stock of books, miscellaneous as well as text-books, stationery, the daily papers, and any thing else in that line the students may require.

HUNT & CONGDON, 62 N. 4th st., Philadelphia, are offering to the public their stock of stationery and fancy goods at reduced prices, through assignee's sale, Mr. Geo. Remsen being the assignee.

R. WORTHINGTON & Co. made an assignment on Thursday, the 11th, and are now seeking a composition. There are very few creditors, the Montreal banks being the principal sufferers, it is understood.

THE failure of F. P. Coggeshall, Lowell, Mass., is reported.

SITUATIONS WANTED.

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BOOKS WANTED.

L. W. SCHMIDT, 24 BARCLAY STREET, N. Y.
1 Am. Journal of Medical Science, Oct. No. (24), 1846.

POTT, YOUNG & Co., COOPER UNION, N. Y.
Goodrich's Illustrated Natural History, Derby & Jackson edition.
State price and style of binding.

Box 5363, BOSTON, MASS.
Quintz's History of 2d Mass. Regiment, published by J. A. Walker, Boston.
Dasent's Tales from the Norse.
Errors of Prohibition, pamphlet, Boston.
Holden's Osteology. (2 copies.)
Electricity applied to Torpedoes, by Farmer, pamphlet.
Palfrey's New-England, vols. 1, 2, 3, cloth.
Wodum's Epochs of Painting, 8vo, London.

THOMAS BRADBURN, 89 ANN STREET, N. Y.

Vols. 1 and 2 of Alexander Hamilton's Works.
Vol. 1, Botton's Hist. of Westchester Co.

F. B. PATTERSON, 32 CEDAR STREET, N. Y.
Ward's Mexico.

J. B. LIPPINCOTT & Co., 715 AND 717 MARKET STREET, PHILADELPHIA.

One of each, vols. 20 and 21 of Transactions of the American Medical Association.

ANSON D. F. RANDOLPH & Co., 770 BROADWAY, N. Y.
1 History of Vermont, by Wallace Bruce.
2 Jesus and Coming Glory, by Judge Jones.

OLD BOOKS.

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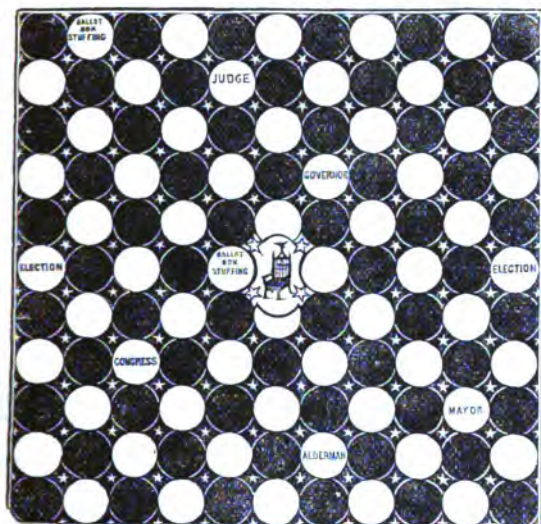
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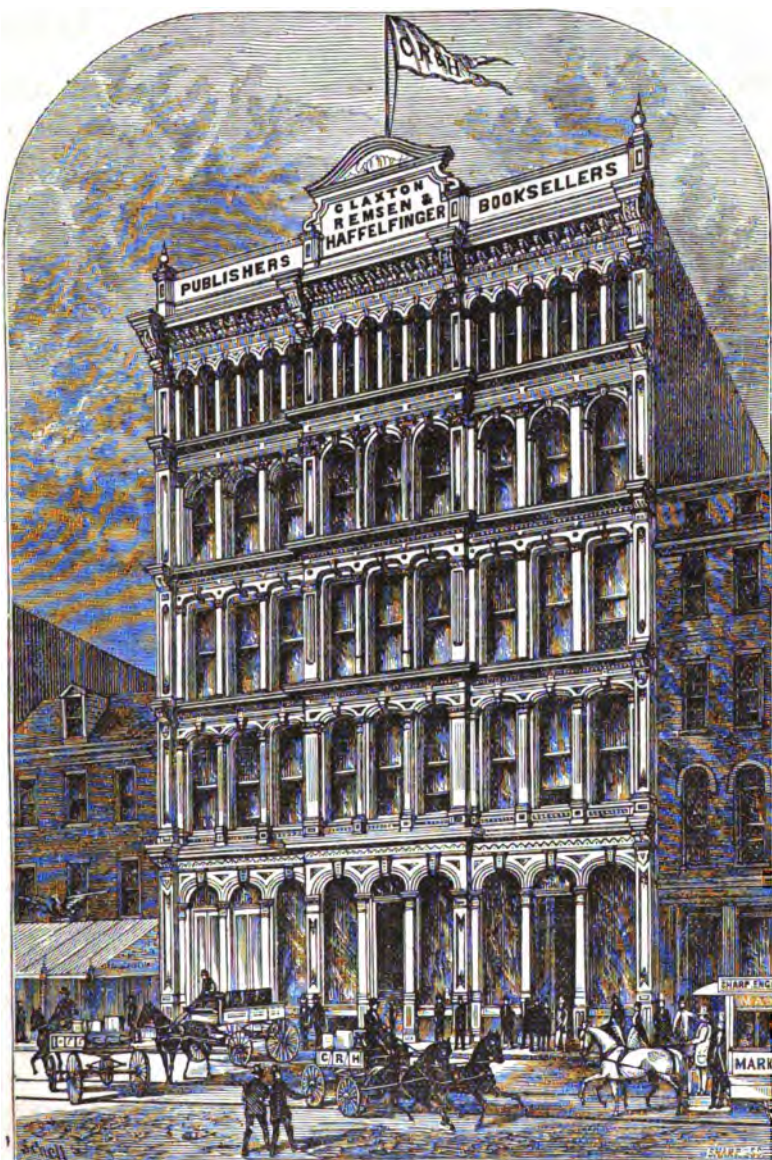
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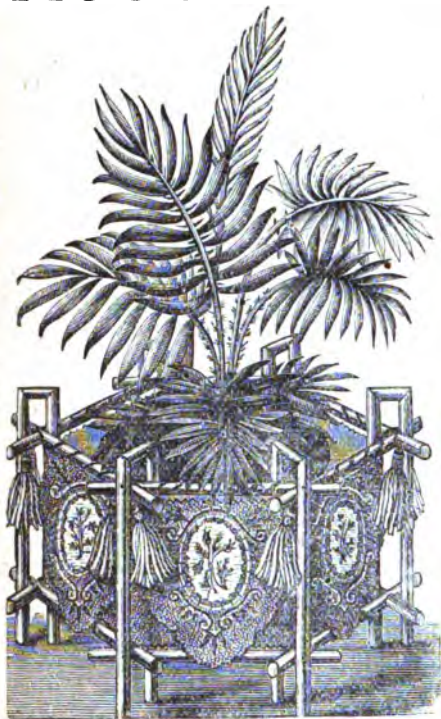
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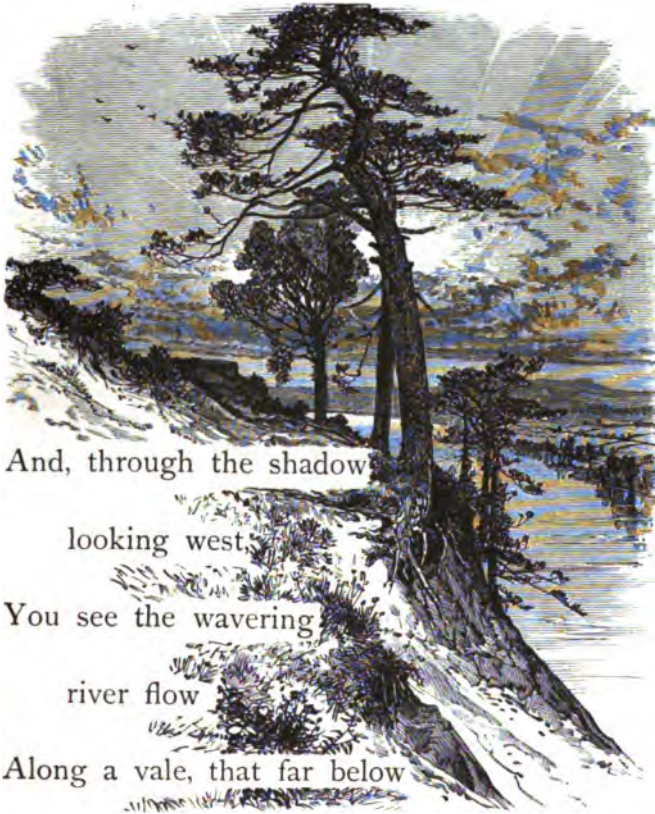
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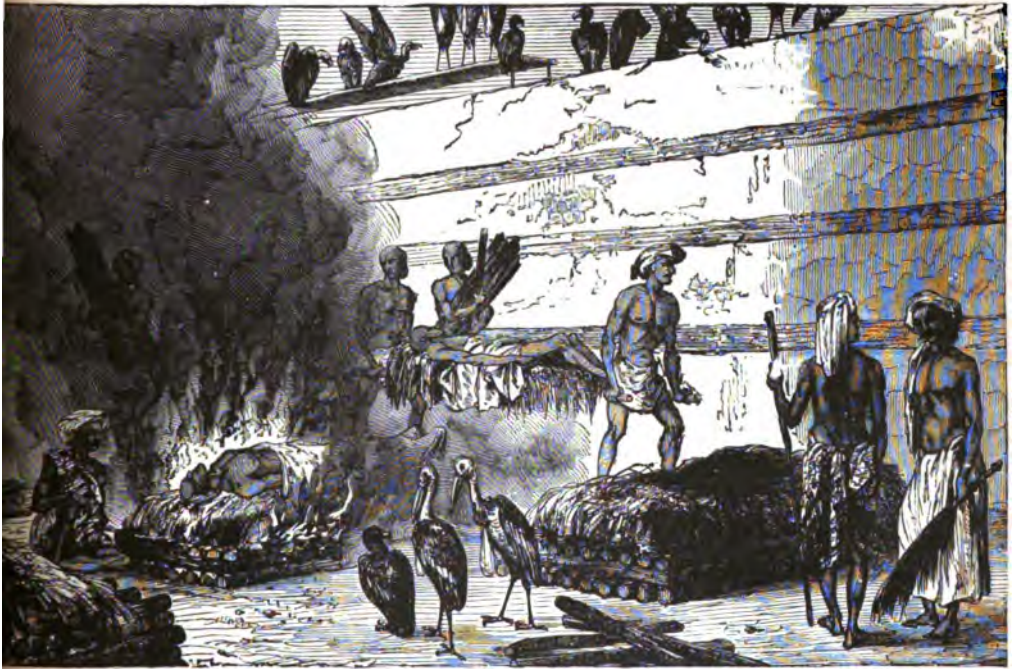
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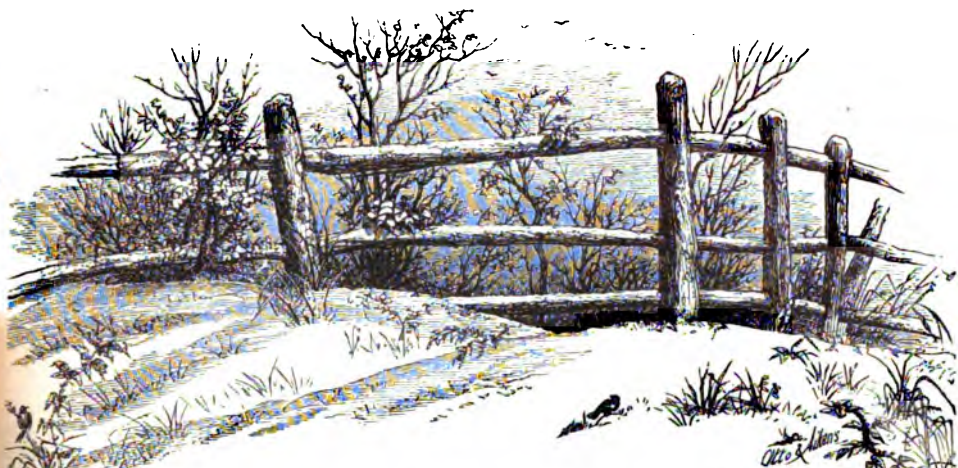
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half calf, morocco, tree calf—"as you like it." Here are books for young eyes and fresh hearts, of fairies, of boys and girls like their little readers, of strange lands, of picture wonders—five dollars again, or fifty cents! He must be dainty indeed who can not find his choice in the pages of this holiday picture-book of ours.

And it is in hard times, especially, that "books are the best presents." There is nothing else in which five dollars can be made wisely to go so far. It has cost, perhaps, a thousand dollars, at the start, to make the book you get for half the five—and how very comfortable it is to give a thousand dollars' worth that costs you only three! Seriously, books make the most economical gifts, and the hundred dollars expended in jewelry would delight five times as many people and do them infinitely more good in books.

There is something more to be said of books as presents—that they may be made so thoroughly representative of the giver and so fitting to the character and tastes of the recipient. More can be tacitly said in the gift of a book than by any other present imaginable. While at the same time a book, as we have said, is the last resort, when the buyer can not think of any thing that "just hits."

And so, with hearty Christmas greeting again, we invite all the worshippers of the saint to seek his shrine and pay happy tribute to the deity of the day.

HOLIDAY GIFT-BOOKS.

THIS year, it was said, times were so dull the holiday books could certainly be counted on one's fingers. And yet they seem to count up most mysteriously, so that it has been a good week's work to get track of them all. Below will be found mention of the most prominent of them, but it must not be forgotten that these are chiefly new books, and that the bookstore shelves are full of others that are quite as fresh to most people, and quite as beautiful. Nor should the holiday buyer forget the standards, the masters in literature, whose books should be the corner-stones of any private library. Surely there are enough books to choose from.

ANOTHER of the superb volumes of Paul Lacroix, devoted to "The Eighteenth Century: France, 1700-1789," heads the holiday list of D. Appleton & Co. The descriptions of life at court, in the army, and everywhere else, are very entertaining, but the feature of the book is its twelve beautiful chromo-plates and its many hundred wood-cuts, largely from old pictures of that day, half morocco, \$15. The set of "English Poets," to match the "German Poets" of last year, twelve fine photographic portraits, with biographical essays, is very handsome, in small quarto, at \$10. The new "Edina" edition of Burns' Poems and Songs, with its characteristic illustrations by Scottish artists, is the most beautiful in the market, \$10. The Bryant illustrated volumes are always in order.

MR. J. W. BOUTON offers a remarkable number of fine art and other works, the bound volumes of those two elegant periodicals, "The Portfolio" and "L'Art," being first noticeable. "Etchings from the National Gallery," with text by its keeper, Mr. Wornum, and "Examples of Modern Etching," with text by Mr. Hamerton, are two fine volumes, with 20 exquisite plates each, at \$10. For a gift to a clergyman or scholar, Rev. J. P. Lundy's new work on "Monumental Christianity," a small quarto with two hundred illustrations, \$7.50, may be safely commended, as it deals most interestingly with an important subject hitherto little treated of.

ROBERT CARTER & BROS. call attention to their previously published "Songs of the Soul," edited by S. Irenæus Prime, in which handsome volume is collected the finest poetry of religious aspiration. They have a fine new edition of "Pilgrim's Progress," in quarto, at but \$2.

CASSELL, PETER & GALPIN's publications embrace some of the finest art works and illustrated books there are. "Art Studies of Home Life," by Godfrey Turner, contains twenty-four full-page photographs from celebrated artists, with descriptive essays of the pictures and painters, \$7.50. They have a very desirable line of practical works on art, elegantly gotten up, with full instructions: "Sketching from Nature in Water-Colors," by Aaron Penley, \$7.50; "Principles of Ornamental Art," by F. Edward Hulme, \$12; "Painting in Neutral Tint," by R. P. Leitch, \$2.50, and others. "The National Portrait Gallery Volume," \$7.50, of distinguished celebrities, containing twenty colored portraits, with memoirs of subjects, is a work of almost universal interest. Two exquisite spec-

cimens of book-making, in uniform get-up, are "English Lake Scenery," by Elijah Walton, \$30, and "Picturesque People," \$20. They are both quarto, illustrated in the very finest style of chromo-lithography. Besides these, there are a new edition of Figuier's "Mammalia," \$3.50, and an "Arabian Nights," \$5, with Doré's inimitable sketches.

SINCE its earliest announcement the Count of Paris' "History of Civil War in America" has been looked for with the most genuine interest, as affording us so favorable an opportunity of seeing ourselves through others' spectacles. The first volume (to be followed shortly by the others) is now ready at John H. Coates & Co.'s, and of the more solid books is one of the most valuable for a gift. It makes a thick octavo, and is usefully supplemented with maps (\$3.50).

IF here is not the book of the season, it is certainly the seasonable book—"Christmas in Song and Story," published by James Cockcroft & Co., in a large quarto (\$7), red-line, in brilliant binding, and with a hundred and more illustrations from Birket Foster, Doré, Leech, Nast, and others. Mr. Philip Gates, the editor, has collected from all sources about fifty poems about Christmas by authors from Milton down, and a number of Christmas sketches and stories in prose, and the book is one every body has been wishing for as a Christmas gift. In the poetical collection, Mr. Gates has had the help of Prof. Longfellow, who some years ago began a compilation of the sort himself.

DICK & FITZGERALD publish a good many books that boys are glad to get hold of—just now especially "The Amateur Trapper's Book," and "The Horseman's Guide."

E. P. DUTTON & Co. have a pretty little edition of Faber's Hymns, \$2, very suitable for a Christmas present to lovers of sweet religious poetry.

AMONG the choicest of the latest editions of the Decameron is that illustrated by Leopold Flameng, which is fast becoming the standard art edition. To match it, Messrs. Gebbie & Barrie have about ready the "Heptameron," illustrated with eight fine etchings, and to be published in similar style (\$3.75).

"LAUREL LEAVES" matches the "Lotos Leaves" of last year on William F. Gill & Co.'s holiday catalogue, and is even more handsome a book. It is made up of papers and poems, chiefly from Boston authors, as the mate volume was made up chiefly of those of New-York. Among them are scheduled Longfellow, Holmes, Lowell, Miss Alcott, Higginson, Mrs. Moulton (the bright Boston correspondent of *The Tribune*), besides others from outside the Hub and over sea. There are fifty illustrations, by Fredericks, Eyttinge, and others; the price is \$6. A cheaper holiday book is "Many Treasures," a pleasant book of literary and art miscellany (\$2.50). The collection of "The Dickens-Collins Christmas Stories" is particularly timely.

ONE of the most beautiful books of the year comes from the West, "Songs of Yesterday," the new volume of poems by Benj. F. Taylor, published by S. C. Griggs & Co., Chicago. These poems are charming and wholesome pictures of old-time home-life, and most of them are founded on actual reminiscences of the past, which are given in the interesting descrip-

tive prose preceding each poem. The illustrations, by Miss Hallock, Bolles, Darley, Eyttinge, Moran, and others, are varied and very lovely; the binding is rich, and the price, \$4, is notably low. There is also a red-line edition of Mr. Taylor's former volume, "Old-Time Pictures," and a new love-legend of Indian life, "The Myth of Stone Idol," by W. P. Jones, issued in holiday garb.

HARPER & BROTHERS have a list so thoroughly known over the country and so strong that they make no special exertion to publish especially for the holiday trade. Will Carleton's new volume of "Farm Legends" is, nevertheless, very acceptable as a Christmas book, with its homely, heartsome poems, and the vigorous illustrations by Abbe and Reinhart. It is published in handsome shape at \$2.50, uniform with "Farm Ballads," of which nearly 40,000 copies have been sold. Wolf's "Wild Animals," previously published, has some of the finest wood-engravings ever produced. The real Christmas-book of this house, Miss Johnson's "Catskill Fairies," with Fredericks' beautiful illustrations, is intended for the little folks, and will be found noted elsewhere.

"THE FAMILY RECORD ALBUM," previously published by Henry Holt & Co., is an excellent present to give in a family. It is a handsomely bound set of blanks, which, when filled, become a most interesting memorial of the family life, 4to, \$5. The new uniform edition of Taine's works, at \$2.50 per volume, particularly the "English Literature" in three volumes, is noteworthy, and we may mention also the two favorite books of last year, "Vers de Société," in tint and line, at \$7.50, and the Taine-Doré "Pyrenees," at \$10.

MR. JARVES' coming volume on "Japanese Art," from Hurd & Houghton, will have holiday attractions for art connoisseurs; it is to be illustrated with interesting reproductions of Japanese pictures. Their "Forest Scenes," with its superb illustrations by Hows (\$7), is a standard favorite.

JANSEN, McCLURG & Co., of Chicago, are publishing in dainty red-line edition a series of books giving the love experiences of celebrated men. To the "Memories" of Max Mueller, issued last year, is added this season Lamartine's "Graziella," as translated by James B. Runnion, of the Chicago *Tribune*, \$2.

THE house of Lee & Shepard, Boston, which is getting on its feet again, has of course been put to much delay by its misfortunes, and its chief holiday book, "Ballads of Home," may not be ready this year; this is uniform with the handsome "Ballads of Beauty," by the same editor, George M. Baker, which is still in the market (\$3.50). They have, however, just ready a very pretty edition of the hymn "Nearer, my God, to Thee," with full-page and initial illustrations by Miss Humphrey, that makes a nice gift, and the "One Hundred Gems" (now \$6) in wood-engraving, from the London *Art Journal*, is worthy of notice this year.

"SALAD for the Solitary and Social," \$4, by Frederick Saunders, published by De Witt C. Lent, should not be overlooked among more showy and recent books. It is a good old standard that wears well, and never fails to yield both amusement and information.

THE Lippincotts tempt holiday buyers with some half a dozen handsomely illustrated gift-books, the most notable, perhaps, of which is a series of thirty etchings and chromo-lithographs illustrating "Contemporary Art" (\$5). These are designs after pictures by prominent artists of the day, and are accompanied with valuable explanatory text. Mr. Keller's note-book of an explorer on "The Amazon and Madeira Rivers" (\$5) is already known in the American market, so that the beautiful form into which the Lippincotts have put it is sure to be well received. It is a work of much interest, both from the text of sketch and description, and the fineness of the illustration. Irving's "Legend of Sleepy Hollow" and "Rip Van Winkle," with the balance of the "Sketch Book," forming "Christmas Stories," are put into good holiday shape (sm. 4to, \$2.50), and will as ever prove the best of reading. Allibone's "Prose Quotations," with others, make up the rest of their Christmas list.

A UNIQUE holiday book comes from Lockwood, Brooks & Co., of Boston, in "Silhouettes of the Season in Art and Song." The chief attraction is twelve silhouette designs representing the months, actually cut out with the scissors by a little girl fourteen years old. There are poems accompanying the designs by Lowell, J. F. Clarke, Mrs. Thaxter, Hiram Rich, and others, and Rev. E. E. Hale edits the volume, which is an oblong folio, at \$3. The binding is very striking, with one of the silhouettes stamped on front cover. The silhouettes will be also done up in portfolio, on India paper mounted on bristol-board, at \$10.

A WEBSTER'S DICTIONARY, unabridged, pictures, and all that! this is a present to suit any body, especially in full russia, or a binding of that sort.

WHITE'S "Selborne" is one of the most quaint and delicious books in the language, and Macmillan & Co. have done wisely in selecting it for illustration. The cuts are by Delamotte, and are exquisite specimens of the wood-engraver's art; there are two editions, a large 8vo and a 4to (large paper), the latter having in addition thirty autotypes from drawings of birds. The "Correggio" volume, with twenty reproductions from that master's works, large 8vo, \$12, is an art book of great importance. Another finely illustrated volume is "The History of Eton College," which has a world-wide interest; the cuts are beautiful. It is almost unnecessary to add that the new revised edition of Jowett's Plato, an *édition de luxe* in fact, will be received with joy and thanksgiving by every scholar.

A NEW red-line edition of Bishop Heber's "Poems" is issued by Mr. Jas. Miller, who presents also many old favorites in new styles of bindings.—Tupper's "Proverbial Philosophy," with mezzotint engravings, and Macaulay's "Lays of Ancient Rome," with outline woodcut illustrations, in elegant external shape, at \$5 each. Griswold's poetry books may also be mentioned.

NELSON & SONS' "The Insect," by Jules Michelet, ranks with the very choicest and most exquisite specimens of book-making in print. Words can scarcely do justice to the beauty of the drawings, the fine manner in

which they have been reproduced, and the rare typographical excellence of the volume. The illustrations, 140 in number, are by Giacomelli, and are engraved by the most eminent English and French artists, \$6. Scarcely inferior in merit is "The Sea," by Michelet, also with Giacomelli illustrations, and gotten up in fine holiday style, \$6. There are many other fine books in their list, which the holiday buyer will do well to seek.

MESSRS. JAMES R. OSGOOD & Co. made a happy hit last season in publishing the holiday book of 1874, which was undoubtedly "The Hanging of the Crane." This year Whittier's "Mabel Martin" (\$5), illustrated by the same artists, claims the same place. It is certainly a delightful volume, in which the loved and loving Quaker poet tells most tenderly a story of the olden time; and the illustrations which preface our pamphlet give some suggestion of the exquisite illustrations with which Miss Hallock's dainty pencil and the vigorous hand of Thomas Moran have enriched it. The superb heliotype books of the same house commend themselves especially to art-lovers. There are new editions of the Raphael and Toschi volumes, and the two fresh volumes are reproductions of "Engravings from Landseer," which give the most famous of his fine studies of animal life; and "Child-life in Pictures," a charming book for all worshippers of the little folk, the plates being from Correggio, Copley, Reynolds, Murillo, and other masters. These volumes are each in quarto, with twenty-four plates, at \$10. The heliotype process has been used also to display, in twelve views, "The Poetical Localities of Cambridge," made famous by the poets, with the text that has made them famous printed opposite (\$3.50); and to illustrate, from the works of Raphael, Titian, and their peers, Mrs. J. H. Shedd's book of "Famous Painters and Paintings" (\$5). The many popular poets published by the Osgoods in all styles of type and fine bindings should be noted; and finally we may commend to the holiday buyer who wishes for his home library the most delightful set of books possible, the set of "Little Classics," now complete in sixteen volumes, bound in various styles, and grouped in a handsome case. Here is at last the great desideratum for the reader who has but odds and ends of time to spare, or who wants a book for the intervals of a journey; there could be nothing more fit than these samplings of the very best writers in their pleasant field.

WILSON and Bonaparte's "American Ornithology" is the book of books at Porter & Coates', it being one of the richest art-books yet produced in this country. The text makes up three volumes (imperial octavos), and the plates can be had in either one or two folio volumes, to suit the purchaser's taste. These volumes of plates are carefully engraved from the original drawings, and are most elaborately and minutely colored. They are sold at \$95 and \$97; half Tur. mor., \$100 and \$110. Further of their fine books are Derby's "Homer" (\$4), preferred yet by many to Bryant's; "The Cotter's Saturday Night," printed on laid paper in small quarto shape and illustrated by Chapman (\$4); "The Stately Homes of England," with over two hundred beautiful engravings on wood (\$7.50), and other volumes of prose and verse, with and without illustrations.

A GOOD handy atlas is certainly one of the best presents that can be given to any one, and the Putnams' series are probably the best cheap atlases in the market, ranging from the new Library Atlas, with its hundred maps, at \$14, down to the Portable, at \$1. The finest art book of the year will be the bound volume of Mrs. Greatorex's etchings of "Old New-York: from the Battery to Bloomingdale," five parts together, with thirty etchings, \$25 to \$50. This firm has also many new books of travel of much interest, "The Abode of Snow," "Travels in Portugal," with photographic illustrations, etc. They put several previously issued works in new styles. There are new editions of Hood's "Poems," in *édition de luxe*, illustrated, at \$6; the American Landscape Gallery, of steel engravings; Bryant's "Among the Trees," \$2.50, etc.

A. D. F. RANDOLPH & Co. publish a most entertaining study of Palestine, "In the Holy Land," by the Rev. Dr. Thomson, of Edinburgh, fully and excellently illustrated, at \$2. There will also be found on their list a number of quiet, home-like books, "Theodora," "Faith and Patience," etc., that serve nicely for modest gifts, and such volumes of religious verse as "The Changed Cross," "The Chamber of Peace," "The Shadow of the Rock," are perennial as presents.

JEAN INGELow, a poet whom all delight to honor, furnishes the chief holiday book on Roberts Brothers' list, "The Shepherd Lady." The title poem is of the Church, which is figured by that designation. Other minor poems, all of them new, follow this. As befits the subject, the illustrations are mostly quaint and of "pre-Raphaelite" character; they are by such foremost illustrators as Arthur Hughes, Miss Hallock, who is ubiquitous this year, Davy, Sheppard, and Eyttinge. The price is \$4.50. Mr. Hamerton's famous book, "Etching and Etchers," in the new edition, with its interesting descriptions and illustrations of and by the art, is a book for all artists and art-lovers. It is hoped that his long-promised "book beautiful," "The Sylvan Year," may be ready, and for those who would have still more of him there will be "Round my House," sketches of his French home during peace and war.

GEORGE ROUTLEDGE & SON's new illustrated works are among the very best. "The Dresden Gallery," \$20, is a very elegant collection of photographs of the masterpieces of this famous gallery. "The Sunlight of Song" is made up of poems, with original music and illustrations by the brothers Dalziel, \$4. "The Hamlet," \$2, an ode, by Whichwood Forest, with its characteristic etchings by Birket Foster, is very charming; and "The Golden Harp Album" is a very attractive presentation volume, in prose and verse, with illustrations by Oscar Reisch and others, \$1.75.

SCRIBNER, ARMSTRONG & Co. publish in Rousselet's "India" the most sumptuous volume of travels ever put in this market. The demand for it has already been so large that they were obliged to telegraph to London, where the book is printed, for an additional supply. It describes a sojourn of several years among the native princes of India, where the author saw every thing that was to be seen; there are more than three hundred illustrations, which represent as fine work as has ever been done in wood-engraving. This book makes

an elegant 4to, in brilliant binding, at \$25. The "Bric-à-Brac" series, those most charming books of literary *ana*, is now completed, and the twelve volumes are offered in neat cases, in various tasteful bindings, forming a capital library of light reading.

IN the superb work on "Spain," by Baron Davillier, Scribner, Welford & Armstrong have one of the finest books in the market. It is a large quarto of 800 pages, on the finest paper, \$18; very interesting in its description and narrative. Its chief feature is the superb illustrations by Doré, 120 full-page and a like number of smaller cuts, of all sorts, but all of them beautiful or clever. Too much praise can not be given to it. The Canova volume, with 150 plates in outline, after his great works, 4to, \$12, is an exquisite work. The list of this house is especially noteworthy also for the many beautiful English sets published by it in this country, in cloth, half calf, tree calf, and other fine bindings, such as "The Chandos Poets" and standard authors in all styles.

SHELDON & Co. match the first series of "Our Poetical Favorites," by Prof. A. C. Kendrick, which has been remarkably popular ever since the last holidays, with a new second series, containing the longer poems, such as *The Deserted Village*, *L'Allegro*, etc. Prof. Kendrick's taste is excellent, while the exterior of the book is a rich binding, the two volumes to match, at \$2 each. The more expensive volume of "Heaven in Song," purple line edition, of previous years, should not be forgotten.

THERE is a new memorial edition of Poe's poems, from W. J. Widdleton, who publishes also fine sets of standard authors, such as Poe, Lamb, the elder Disraeli, and Hallam. ;

NOTES FROM LONDON.

(Correspondence of the PUBLISHERS' WEEKLY.)

LONDON, 8th November.

THE book trade should be in a flourishing condition to justify the preparations being made by the English publishers. Nearly a thousand new works are announced, all of which are to be ready within the next two months. By actual count there are 967 works included in the lists, of which, however, a considerable proportion are new editions; but as it is probable that the published lists are imperfect, it is safe to assume that the number will exceed rather than fall short of a thousand. Of the 967 titles, 54 are of illustrated books of the class peculiar to the holiday season; 138 are of children's books and of works of minor fiction; 158, or nearly one sixth of the whole number, are of works of a religious character; 49 of books of travel; 66 of biography; 36 of science; and 3 of bibliography. In looking over the list of illustrated books, the change which a few years have wrought in the popular taste for book illustration is very apparent. Of the 54 books, 12 are illustrated by means of one or other of the photographic processes, 12 have colored illustrations, and 16 have engravings on steel or copper, the last section including books illustrated by means of etchings.

Etching is peculiarly adapted for the illustration of books on art, and the increasing

favor with which the method is received by the public is due in great part to the eloquent pen of Mr. P. G. Hamerton. Among the books illustrated in this manner are a new edition of "Etching and Etchers," by P. G. Hamerton (Macmillan); "French and Spanish Painters," an imperial 8vo, with etchings by Rajon, Flammeng, and others, and a very complete account of the artists of the two schools, by James Stothert (Nimmo); and "Etchings from the National Gallery," with notes by R. U. Wornum, the last in two series (Seeley).

It is curious to note the potency of fashion in the domain of art. Ten years ago, or even less, the publisher who issued a Christmas book illustrated by means of etchings would have found the speculation most unprofitable. It was the day of wood engraving and of guinea presentation volumes, a day which has departed as utterly as the age which preceded it, when the "annuals" flourished, and the Findens lived and worked. Steel engraving, after many years of depression, is beginning to assume its old position in the public favor, and the few engravers who have survived the long dull winter of neglect now find themselves employed to their fullest capacity. Their number is very limited, for the profession had few inducements to offer to recruits, and as the old engravers dropped from the ranks their places remained vacant. Now the demand is rather in excess of the supply, and the veterans can obtain much better prices than they could two or three years ago.

The following are among the more noticeable of the illustrated books: "Sketches from an Artist's Portfolio," by Sidney P. Hale, a folio volume, including scenes and incidents during the Franco-Prussian war, sketches in Italy, France, Switzerland, Russia, and elsewhere (Longmans); "The Castle Howard Portraits," by Lord Ronald Gower, consisting of pictures after some of those contained in one of the most famous private collections in England (Longmans); "Windsor Castle, Picturesque and Descriptive," with 23 views by the heliotype process (Moxon); "An Artist's Portfolio," a selection of sketches in Holland, Germany, Italy, Egypt, etc., by E. W. Cooke, R.A. (Murray); "Pictures by Venetian Painters," engraved by William B. Scott (Routledge); "French Artists of the Present Day," with engravings after famous pictures (Seeley); "The Drawings of Flaxman," comprising the series in the gallery of University College, London, reproduced by the autotype process (Bell & Sons); "The Masterpieces in the Old Pinakothek, Munich," illustrated with photographs (Bruckmann); "Italy, from the Alps to Mount Etna," a profusely illustrated work to be completed in twelve monthly parts (Chapman & Hall); "The Works of William Blake," with illustrations both plain and colored (Chatto & Windus); "Finger-Ring Lore," by William Jonas, F.S.A., with many illustrations (Chatto & Windus); "Drawings by the Italian Masters," with autotype fac-similes (Chatto & Windus); "The Shakespeare Birthday Book," with photographs from copyright pictures (Hatchards).

There is nothing strikingly original about any of the illustrated books announced this year; but it is worthy of remark that a very large number of them are professedly upon art subjects. The announcements in other fields I may chronicle in another letter. W.

BOOKS FOR LITTLE FOLKS.

AND what is Santa Claus to do for the little people? Here are books in profusion, and Santa Claus likes to give books, because they never grow old, and if they are good are of real good, and help the wee folk along the way of knowledge by the royal road. First of all, we may say, comes a class of gifts that are all the better because they bring Santa Claus every month—the children's magazines, led by *St. Nicholas* himself. The Saint is a real saint, we are now sure, even if his name is Mrs. Dodge and Mr. Stockton and Mr. Roswell-Smith, for only a real saint could inspire such lovely and true and wholesome work as the magazine brings every month to the children. It is a thing for all fathers and mothers to be grateful for, as well as children; indeed, it is a thing for all good citizens to be grateful for, in view of the flood of bad literature flooding the land. *St. Nicholas*, from which we take the pretty cut which opens this number, may be ordered through the bookseller, at \$3 a year. The "*St. Nicholas Library*" and the bound volumes separately contain more good reading and fine illustrations, probably, than can be found anywhere else for the money.

THE American News Co. present for 1875 their well-known books for the young, "Chatterbox," "Little Folks," and "Sunday Reading for the Young." They will be found fully up to past years. Each in bright colored boards, \$1.50, or in cloth, \$2.50.

THE American Tract Society have as cheap and as attractively gotten up a line of juveniles as there is in the market; among their latest issues we would call attention to "Proud Little Dody," \$1.25, by Sarah E. Chester, a pretty book for a little girl's reading, all about a wilful, sunny little Dody, whose besetting sin was pride; the book is printed in large type, and brightly bound. "Splendid Times," by Margaret E. Sangster, \$1, is also a charming juvenile, full of pictures and bright reading matter, and in a radiant binding, all gold and colors. "Sunshine for Rainy Days," \$1, in *German*, is also a new addition to their list; this can also be had in English, and offers more for the money than any book of the kind we have seen, having forty-seven full-page pictures. "Ada and Gerty," by Louisa M. Gray, \$1.25, is a story of school-girl life and friendship, and is suitable for grown girls. "How Tiptoe Grew," by Katherine Williams, \$1, traces the development of a child's nature through its little pleasures and disappointments. Several of the Tract Society new books are illustrated in a new style, with chromos mounted with gold borderings.

D. APPLETON & Co. publish this year another volume of grotesque fairy stories from the funny Member of Parliament with the funny name, Knatchbull Hugessen, "Higgledy Piggledy," illustrated, \$1.75. The house hopes to have ready a very charming book for the nursery in French, "Janet et ses Amis," little scraps of story, sketch, and rhyme, to tell to the little folks just learning French, with large and beautiful illustrations, all drawn for the book.

CARLETON & Co. have just published "Little Folks' Letters," \$1.50, by Nannette S. Emerson, author of "A Thanksgiving Story." The

little volume represents the correspondence of some clever city children with their country cousins; it is illustrated, and very neatly bound.

ROBERT CARTER & BROTHERS have two very desirable series for young readers, "Miss Ashton's Girls," by Joanna H. Mathews, author of the celebrated "Bessie Books," containing six volumes, at \$7.50. The latest volume of the series, "Elsie's Santa Claus," \$1.50, inculcates in a charming manner the beauty of unselfishness. The other series is the "Say and Do Series," by the author of the "Wide, Wide, World," also in six volumes, at \$1.50 a volume. The same characters run all through these books, and though the scene varies, the same little cluster of eager inquirers carry out their study of the "Lord's Prayer." "Rapids of Niagara," \$1.50, is the latest addition to the series. The Carters have also "Fred and Jeanie," by Jennie M. Drinkwater, \$1.25, a story of how two little children learned about God.

"ELSIE'S Womanhood," by Martha Finlay, \$1.50, just published by Dodd & Mead, is almost beyond juvenile literature, although it finishes up one of the most popular series for the young, the "Elsie Series." They have also just added another volume to Abbott's interesting and instructive series of "American Pioneers and Patriots," on Columbus, \$1.50. One of the choicest things they have is "The Half-Hour Series," four daintily gotten up little volumes of travel and interesting natural history facts, \$1.50 per volume; these are copiously illustrated from French cuts, and are capital books.

THE young friends of "Pussie Tiptoe's Family" can enlarge their acquaintance this Christmas with "Frisk and His Flock," \$2.25, a companion volume to the former, by the same author (Mrs. Sandford), which the Duttons have gotten up with the same beauty that marked the former. "The Haven Children," by Emilie Foster, telling of the "frolics at the funny old house in Funny Street," is a further contribution to children's literature, and with their other new juveniles, "Stumps," "Seven to Seventeen," etc., makes up their Christmas list.

"THE Horn of Plenty," \$2.25, is the only new juvenile which William F. Gill & Co. have published this year. It is a collection of home poems and pictures by Jean Ingelow, Miss Muloch, George Macdonald, Dora Greenwell, and others, illustrated by forty-five full-page pictures from the pencils of some of our most eminent artists. It is a typographical gem, no expense having been spared to make it one of the finest volumes of juvenile poetry in the market.

ANDREW F. GRAVES has several new and interesting collections of choice reading for the children, such as "Aunt Bertha Series," 4 vols., \$5; "Aunt Mattie's Library," 4 vols., \$3; "Daisy Dale Library," 6 vols., \$2.40; "Choice Library," 5 vols., \$5; "Life Story Series," 4 vols., \$3, and "Eddie Ellerslie Library," 4 vols., \$6.

THE house of Harper & Brothers have this year what the *Independent* says is the prettiest of all the juveniles, "and on the whole we are willing to call it the best." Miss Johnson's "Catskill Fairies," \$3, is full of bright fairy stories and strange adventures that came to a little boy who lived up among the Catskill Mountains, charmingly told, and Frederick

scores of illustrations are admirable. Their previous lines of juveniles are known to all; who has not heard of "Harper's Story Books?"

MR. HORACE E. SCUDDER's volume is one of the nicest for children that has appeared for many a day. "The Doings of the Bodley Family" tells the story of the life of children on a farm, with the stories and poems told to them. It is published by Hurd & Houghton in a new and odd binding, with lining leaves that are themselves illustrated, and any number of beautiful wood-cuts from the old *Riverside Magazine*. \$2.50.

LEE & SHEPARD number among their publications some of the most sought-for series for the young; their Oliver Optic books, and stories by Rev. Elijah Kellogg, and "Forest Glen Series" being probably as generally known and read by boy readers as any thing in juvenile literature. They have nearly ready a volume by each of the above authors—"In Doors and Out," \$1.75, by Oliver Optic, and by Kellogg, "Brought to the Front," \$1.25. For the big boys, "The Great Bonanza" can be heartily indorsed. It is an illustrated narrative of adventure and discovery in gold-mining, silver-mining, among the raftsmen, in the oil regions, whaling, hunting, fishing, fighting, etc., and is contributed to by such popular writers as Oliver Optic, Ballantyne, Capt. Hall, etc., with two hundred illustrations. \$2. Prominent among the illustrated juveniles is "The Four-Footed Lovers," by Frank Albertson, \$1.50, a very elegantly bound quarto, illustrated by Miss L. B. Humphrey, and devoted to the quaint wooings and funny adventures of some very intelligent cows and squirrels. "Little Songs," 75 cents, by Mrs. Follen, must not be overlooked; nothing more acceptable could be selected for a child, with its pretty pictures and charming nursery rhymes.

"Two Legends of the Christ-Child for Christmas-Tide," 60 cents, previously published by De Witt C. Lent, is a charming volume that should not be forgotten.

LOCKWOOD, BROOKS & Co. hope to have in season a very lovely fairy tale from the German, "Fairy Bells and What They Told Us," translated by Sarah W. Lander.

LOTHROP & Co.'s choicest juvenile is their "Wide-Awake Pleasure Book." It is full of the brightest sort of stories, sketches, and poems, from the pens of such well-known and favorite writers for the young as Louise Chandler Moulton, Ella Farman, E. Stuart Phelps, Sophie May, William M. Baker; it presents a very handsome appearance, being quite a gem in its way, and is issued both in boards and cloth. \$1.50 and \$2. "Grandpa's Darlings," by Pansy, \$1.25, and "Papa's Boy," by Mrs. C. E. K. Davis, \$1, are two clever stories of home life. "The Little Mother and her Christmas," \$1, by Phebe McKeen, is a collection of short stories for holiday reading, illustrated by G. G. White. For boys they have the story of "Young Rick," by Julia Eastman, \$1; and for the babies, "Sunshine for Babyland," by Laurie Loring, \$1.25, etc.

It needs no very great powers of divination to predict the success of Mr. Palgrave's new "Golden Treasury" volume, published by Macmillan & Co. It is entitled "The Children's Treasury of English Song," \$1.25, and

displays the most refined taste and delicate appreciation in its selection; it is especially designed for children's reading, and will no doubt be "a joy forever," when once known in the household. The Macmillans also publish a charming series of tales, by Ennis Graham, called "Tell Me a Story," \$1.50, very nicely illustrated by Walter Crane; and a pleasing fairy book, "Fairy Guardians," also illustrated, \$1.75. "Ridicula Rediviva," that supremely grotesque series of nursery rhyme illustrations, in bright colors, is now put in one very elegant volume, at the low price of \$2.

JAMES MILLER has a good line of standard juvenile publications, such as "Arabian Nights," "Sandford and Merton," "Mother Goose's Melodies," "Undine and Sintram," "Popular Fairy Tales," "Robinson Crusoe," etc., among them many of the former publications of Gould & Lincoln, done up in new and attractive bindings.

THE National Temperance Society's publications for the young almost all illustrate the evil of intemperance; they show a long list, among the latest additions to which are Mrs. Chellis' "All for Money," \$1.25, and Faye Huntington's "Mr. Mackenzie's Answer," \$1.25. This is a story of fashionable young girl life in New-York, and one of the brightest stories the society has issued.

MRS. TRIMMER's "History of the Robins," \$3, with its exquisite drawings by Giacomelli, beautifully engraved by Rouget, Berveiller, Whymper, Sargent, and Morrison, stands out among juveniles as a real work of art. It is published by Nelson & Sons, who have a long list of very desirable juveniles. Their "Peep Show for 1875" displays a rich and abundant array of wood-cuts, and will rank with the very best juveniles out; in boards, \$1.50, or in a highly ornamented cloth binding, \$2. A very pretty and instructive book is "Stories of Bird Life," by Henry Berthone, \$1.50, and for boys, W. H. G. Kingston has written a new volume of exciting adventures called "The South Sea Whaler;" this is richly illustrated, \$2. An odd combination of fact and fancy is "Aunt Martha's Corner Cupboard," \$1.25, a collection of stories about tea, coffee, sugar, rice, honey, etc. "The Little Prattler," \$1, is altogether for the very little ones, is printed in large type, and contains a quantity of pictures. "Little Snow-drop and her Golden Casket," \$1.25, comes under the same category. It would be almost impossible to enumerate the new series of this house.

NELSON & PHILLIPS issue one of the handsomest holiday books of the year, "Summer Days on the Hudson," by Rev. Daniel Wise, the history of an imaginary tour some young people took with their guardians up the Hudson. It promises both pleasure and profit to the reader, and makes up with the number and beauty of its illustrations a very desirable presentation volume. They have also added a number of new stories and series to their already long list of juveniles.

NOTHING so quaint and original as Mrs. Diaz' "A Story Book for the Children," \$1.50, published by Osgood & Co., has been issued since "Alice in Wonderland" took the reading world by storm. Mrs. Diaz' stories are eminently children's stories, and yet so bright and

out of the way, and so delightfully simple, that parents will heartily enjoy them in reading them to the children. Osgood & Co. have also a new volume by J. T. Trowbridge, one of the favorite writers of boys' stories. "The Young Surveyor," \$1.50, carries on the history of "Jack Hazard," and presents him in search of work as a surveyor out on the prairies; the book combines instruction and amusement very cleverly, is well illustrated, and altogether desirable. "Voyages of Capt. Hatteras," by Jules Verne, \$3, is very handsomely gotten up, with two hundred and fifty characteristic illustrations, and a very showy binding. It contains the usual amount of scientific information and improbable adventures, and is specially devoted to life in the Arctic regions, and the successful attempt of some Englishmen to find the North Pole.

FROM Pott, Young & Co. we have a most exquisite specimen of a juvenile, "The House that Jack Built," according to the title-page, "A new building on the old foundation, set forth in twelve drawings in colors, done in the *antient* manner, from drawings by J. R. Harris, with annotations and emendations by The Man All Tattered and Torn." \$2. Also, "A Cruise in the Acorn," by Alice Jerrold (Mrs. Adolphe Smith), a fairy tale, told with a good deal of grace and delicate fancy, with six handsome illustrations in gold and colors. Both these volumes are quartos, in bright, showy bindings. "Rivers of Ice," by R. M. Ballantyne, \$1.50, is a story of Alpine adventures, containing quite an amount of information about the action of glaciers, specially adapted for a boy's reading. "Two Campaigns," by N. H. Engelbach, \$1.50, is related by an old soldier of A'sace, who amuses a young friend with the story of his campaigns; the illustrations are very good.

THE Putnams have a writer in George Cary Eggleston who is bound to be a favorite with the boys. "The Big Brother," by him, illustrated, \$1.50, is a story of the Indian wars down South, as full of adventure as Mayne Reid's and Oliver Optic's books, and very wholesome. Mrs. Johnson's "Roddy's Realities" is a bright companion book to "Roddy's Romances" of last year, and Roddy is a bright, live boy. "The History of My Friends," \$1.75, is a book of pets, translated from the French, with lovely engravings of animals. "The Realm of the Ice King" is a splendidly illustrated summary of the history of Arctic adventures and discoveries, that will delight the boys. The Putnam line of juveniles are mostly in handsome square octavo shape, which gives a fair, readable page in good type. There are also new editions of "Moonfolk," the best fairy stories of last year, and of other favorites.

ROBERTS BROTHERS this year make the strongest show in juveniles; they have brought out a number of entirely new books, and what is quite remarkable, there is not an indifferent one among them. As deserving first mention is Louisa M. Alcott's "Eight Cousins, or the Aunthill," \$1.50; a bright and witty story of a little girl and her seven boy cousins, full of excellent illustrations by Addie Ledyard and Sol Eytinge. It would seem, from the number of volumes already sold (something like three hundred thousand), that no little girl or boy should be ignorant of the charms of Miss Al-

cott's stories; if there be such an unfortunate, let the "Eight Cousins" be designated for reading. Then for the very little ones is Susan Coolidge's "Nine Little Goslings," \$1.50, a collection of stories based upon the Mother Goose rhymes, and nicely illustrated by J. A. Mitchell. "Jolly Good Times," \$1.50, by P. Thorne, with Addie Ledyard's characteristic sketches, is full of sunshine from beginning to end; it tells all about child-life on a farm, with endless holidays and "good times." "Six to Sixteen," by Juliana Horatia Ewing, \$1.50, specially written for girls, advances the writer's educational theories, and encroaches somewhat on the realms of romance, ending with a good deal of love and a marriage. "Mice at Play," by Neil Forest, \$1.50, is recommended for both old folks and young ones; it is not only a most charming and diverting story, but also points a moral in a most graceful way. These books are all in uniform bindings, square 12mo, and very attractively gotten up. The boys should not forget a story too much overlooked last year, almost as good in its way as Miss Alcott's, "F. Grant & Co.; or, Partnerships," by Rev. Geo. L. Chaney.

GEORGE ROUTLEDGE & SONS offer as usual one of the richest and most varied collections of children's illustrated works. "Buttercups and Daisies," \$1.50, is brought out uniform with last year's "Schnick Schnack," and is very beautiful, with its thirty-two pages of illustrations in color by Oscar Pletsch. "Happy Child-Life," \$1.50, by Mrs. Charles Heaton, is also brilliantly embellished by twenty-four pages of colored pictures by Oscar Pletsch. It is a lovely volume of rhymes for mothers and children. The second series of "Sunday Evenings at Home," \$2, by Rev. H. C. Adams, offers history stories for Sunday reading all through the year. It contains twelve full-page illustrations. The popular "Little Wide-Awake for 1876" makes a fine show this year. It is overflowing with just the kind of pictures little folks like, and is to be had in boards for \$1.25, or in cloth, with chromo medallion, \$2. For more advanced readers, and for boys especially, there are "The Adventures of Johnny Ironsides," \$1.75, translated from the French of J. Girardin, with one hundred and seventeen of Emile Bayard's illustrations, and "Every Boy's Annual for 1876," a perfect library of stories, jokes, games, etc., with colored engravings, \$3. For the young ladies there is a similar work. "The Young Lady's Book," a manual of amusements, exercises, pursuits, etc., \$3.

SCRIBNER, ARMSTRONG & Co. have a number of the very best books for the younger folk. There are, first, the superbly illustrated edition of Mrs. Dodge's admirable story of "Hans Brinker," sixty fine cuts, \$3, and a cheaper edition of her inimitable "Rhymes and Jingles," full of pictures, at \$1.50. Mr. Stockton's "Tales Out of School" is a splendid big book of bright sketches and stories, with many and fine illustrations, at \$2.50; it matches his popular "Roundabout Rambles," of which there is a new edition at \$2. Nor should Jules Verne be forgotten; besides the old favorites, there is his "new Robinson Crusoe," "The Mysterious Island," in three volumes, with profuse illustrations, at \$2 each. It is one of the most remarkable books this remarkable story-teller has yet written.

THE new "Aunt Louisa" gift-books, that Scribner, Welford & Armstrong offer this year, are specially attractive in letter-press and brightly colored pictures by Kronheim—they are "Home Favorites," "Welcome Gift," and "Army and Navy Drolleries," each \$2.50; the latter is extremely rich in grotesque figures and humorous designs. There are also two new volumes added to the "Little Folks' Library," "The National Nursery Book," \$1.75, and "The National Natural History," \$1.75, a perfect gold-mine of instructive pictures and clever descriptive matter. Besides these, they have a new translation of Hans Andersen's Fairy Tales, with beautifully colored designs, and gotten up in the most elegant style, \$7.50, and lots of other good things.

SHELDON & Co.'s standard juveniles must not be overlooked. The "Rollo Books" will never lose their charms while children exist; "Arthur's Home Stories," "The Spectacle Series," "Walter's Tour in the East," and "Pictures and Stories of Animals," are well established in the hearts of the children, with whom they are old and special favorites.

T. WHITAKER has only added one new juvenile to his list this year—"Nuts for Christmas Cracking," \$2, by the favorite author, Theresa Oakley Hall; the story is a very interesting one, and will no doubt be a favorite with the children.

SPECIALTIES.

CHRISTMAS-TIDE is the season of games, the almost endless variety of which seems rather to stimulate than pall the appetite of both the younger and older people. The old standard Tingley games of "Authors," "Composers," "Quotations," etc., are taken up again and again, there being always a younger generation to delight in them. In addition to these, Messrs. Claxton, Remsen & Haffelfinger have a number of new board games, such as "Crispino," "Stella," "The Beehive of Fun," etc., to offer a new amusement when the more familiar ones are tired of. The contribution of the Messrs. Lippincott consists in a hit at American politics, called "Election; or, Running for Office" (\$2), played on board with cards and dice; and "Bastille," an historical board game, tempting the skill of young and old, both having the element of reality, which is so often the greatest charm. Of course this is the time for "Centennial" games, and Mr. E. B. Treat has a number illustrating our history for the past hundred years in a way not to frighten the children. Other games are "Snap," "Crescent," etc. (card games), by E. G. Selchow & Co., who also publish "Parchesi" in four styles, so that all pockets may be suited; and "Table Croquet," with a general line of card games, by E. J. Horsman.

MR. ROGERS' beautiful collection of statuettes now numbers some thirty or more, and includes subjects even as modern as the Shaughraun and "Tatters." All know their beauty and variety, and of the more expensive Christmas gifts scarcely any thing can be more acceptable. They range in price from \$50 to \$100.

THAT New-Year's Day, with its "duty-calls," is fast threatening us, the stationers are too surely proving in the variety of the tasteful New-

Year and Christmas cards they are in anticipation preparing. Of these, Mr. Robert Snieder offers some seventy-five styles, showing great beauty of design and fineness of workmanship; while Messrs. Porter & Bainbridge and Collins, Son & Co., though exhibiting fewer varieties, are equally successful in the happy character of the illustrations. In all, the allusions and hits at the Centennial year are most clever and taking.

THERE is a new post ge-stamp album, and the best that has yet been made, just ready, from D. Appleton & Co., cloth, \$2.50, and in other styles of binding. The postage-stamp fever is a mania to be encouraged in children, for through it they imbibe "unbeknownst," but in the most effective way, a practical knowledge of geography and modern history not easily to be had otherwise. This album contains places for all known stamps, arranged in proper order, with nearly a thousand cuts, in the proper places, of characteristic stamps, and much statistical information as to the various countries.

Bits about Books.

"COME, my best friends, my books, and lead me on."—*Cowley*.

"WHEN all that is worldly turns to dross around us, books only retain their steady value. When friends grow cold, and the converse of intimates languishes into rapid civility and commonplace, these only continue the unaltered countenance of better days, and cheer us with that true friendship which never deceived hope or deserted sorrow."—*Washington Irving's Sketch-Book*.

"EVERY good book, or piece of book, is full of admiration and awe; . . . and it always leaves you to reverence or love something with your whole heart."—*Ruskin's Elements of Drawing*.

"No entertainment is so cheap as reading, nor any pleasure so lasting."—*Washington Irving*.

A BOOK may be as great a thing as a battle.—*Disraeli*.

BOOKS as spectacles to read nature.—*Dryden*.

A BOOK is good company. It is full of conversation without loquacity. It comes to your longing with full instruction, but pursues you never. It is not offended at your absent-mindedness, nor jealous if you turn to other pleasures. It silently serves the soul without recompense, not even for the hire of love. And yet more noble, it seems to pass from itself, and to enter the memory, and to hover in a silvery transfiguration there, until the outward book is but a body, and its soul and spirit are flown to you and possess your memory like a spirit.—*H. W. Beecher*.

THE plainest row of books that cloth or paper ever covered is more significant of refinement than the most elaborately carved *daggers* or sideboard.—*H. W. Beecher*.

"MICHEL BRAY his book,
Wherein he should delight to look,
And out of it to learn such skill,
That he may do his Maker's will."

Hints to Borrowers.

"THE wicked borroweth, and payeth not again."

If thou art borrow'd by a friend,
Right welcome shall he be
To read, to study, not to lend,
But to return to me.
Not that imparted knowledge doth
Diminish learning's store,
But books I find, if often lent,
Return to me no more.

READ slowly, pause frequently, think seriously, keep cleanly, return duly, with the corners of the leaves not turned down.

"I'M not one of those selfish elves
• Who keep their treasures to themselves:
I like to see them kept quite neat,
But not for moth or worm to eat.
Thus willingly to any friend
A book of mine I'll freely lend,
Hoping they'll mind this good old mean:
'Return it soon—and keep it clean.'"

• THE borrower of a book incurs two obligations: the first is to read immediately; the second is to return it as soon as read.—*Murphy*.

WE should make the same use of a book that the bee does of a flower: she steals sweets from it, but does not injure it.—*Colton*.

"MICHEL BRAY, my book,
If I it lose, and you it find,
I pray that you will be so kind
As to return it me again,
And I'll respect you for the same."

PERSONAL MENTION.

OLD "Sojourner Truth," says the *Tribune*, appeals to her friends to aid her by buying her "Narrative and Book of Life." She is now an invalid, confined to her room, and needs help. The book is something of a literary curiosity, and contains a portrait of Sojourner and "three pages of engraved autographs of the first men and women of the country who have aided her in her labors."

H. R. H. the Princess Louise is to illustrate the Marquis of Lorne's forthcoming poem.

It is said that Miss Alcott has made \$60,000 from her books.

MRS. WILSON, the author of "Infelice," will receive a copyright of more than \$5000 for copies ordered before publication. This one book is likely to pay her over \$10,000.

THE New-York correspondent of the London *Academy* denies the statements made by Joaquin Miller, in a recent lecture in Washington, concerning Walt Whitman. Mr. Miller said that the veteran poet was ill-treated during his residence at the capital, where he filled a "little office" under government, which scarcely sufficed to keep his mother and himself in food. The truth of the matter is, that Mr. Whitman was the pet of Washington, and the duties of his office were light and the pay good. The same position was filled by a well-known literary gentleman previous to Mr. Whitman, who supported a wife and two children comfortably on his salary. According to his own confession, Walt Whitman was the happiest man in America. He is in bad health now, but is well provided for by a rich brother.

HERR AUGUST AUERBACH, in Stuttgart, is doing good work in presenting to the German public translations of important American books. He will add to that of Adams' "Democracy and Monarchy in France," translations of Bayard Taylor's "History of Germany," by Marie Hauser-Taylor, and of Francis Parkman's "Pioneers of France in the New World."

LITERARY NOTES.

THE Misses Smith, of Glastonbury, Conn., whose struggles with the tax-collector have given them a wide notoriety, announce through the *Woman's Journal* that they are about to publish through a Hartford firm an original translation of the Bible. They make the rather surprising statement that they have written out the Bible (*sic*) five times—twice from the Hebrew, twice from the Greek, and once from the Vulgate.

HERE is a curiosity in publishing: Mr. F. B. Hough, of Lowville, N. Y., proposes to publish, if subscribers enough are procured, a work on North-American woods, prepared by Prof. H. Noerdlinger, of Hohenheim, Germany. A volume of text is announced; but the special interest of the work, says the *Independent*, centres on the other two "volumes," or rather cases, each containing a hundred prepared specimens of as many species of woods. These specimens are to be slices cut transversely across the fibres, about two inches long by half as much wide; strong, flexible, and coherent, yet so thin that the details of structure are visible to the naked eye when the object is held up to the light, while under a lens or low power of the microscope the effect is, of course, finer. The specimens are also said to be susceptible of use as magic-lantern slides, etc.

A NEW quarterly of a unique sort, to be called *The Facsimilist*, is to be published by James R. Osgood & Co. It will be edited by Justin Winsor, superintendent of the Boston Public Library, and will contain twelve to sixteen pages of exact reproductions by heliotype of rare engravings, title-pages, MSS., etc., with twenty pages of accompanying letterpress by specialists. The paper will pattern the old handmade article, and the work will be in folio size.

LAST winter in Paris the dramatic critic of *La France*, M. de Lapommeraye, developed the idea of "*feuilletons parlés*," an institution which drew a select company every Monday to the Conferences of the Boulevard des Capucines to listen to a *viva voce* review, lasting an hour, by one of the principal critics of the day, of pieces seen the night before, or to be seen the same evening. The literary critic of *Le Temps*, M. Sarcey, is to introduce the idea into literature, presenting at his conferences a review, by word of mouth, of the notable books of the week.

IN the Christmas number of *St. Nicholas* will be found full directions for getting up a hundred Christmas presents, all of home-handiwork, from pretty things that can be made by tots of five or six years, to elegant affairs that call for the skill of the biggest and cleverest brothers and sisters.

The New Books for the Holiday Season, 1875-6.

THE NEW ILLUSTRATED WORKS.

See also "Choice Books."

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- Baker's Origin and Antiquity of Engraving.** With some remarks on the Utility and Pleasures of Print. With Heliotype Illustr. 4°. \$5. *Osgood.*
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Arranged Alphabetically by the Title.

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Adams' Going West. Optic. \$1.50. *Lee & S.*
— Indoors and Out. Optic. \$1.50. *Lee & S.*
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Angello Beings. Their Nature and Ministry. \$1.25. *Nelson & Sons.*
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Apples of Gold. 1875. \$1. *Lockwood, B. & Co.*
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Aunt Charlotte's Stories of Bible Hist. — of English Hist.; — of French Hist. Ea., \$2. *Pott, Y. & Co.*
Aunt Martha's Corner Cupboard. Kirby. \$1.25. *Nelson & Sons.*

Aunt Mattie's Library. 4 v. \$3. *Grass.*
Band of Hope Review. 1875. Bds., 50 c. *Nelson & Sons.*
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Baron Bruno. Morgan. *Macmillan.*
Bessie and her Spanish Friends. *Nelson & P.*
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Bonnie Aerie. \$1.50. *Lothrop.*
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Captain Cook's Voyages. Low. \$1.25. *Routledge.*
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Children's Pastime. \$1.75. *Nelson & Sons.*
Children's Friend. 1875. Bds., 75 c. *Nelson & Sons.*
Children's Treasury. 1875. Bds., 50 c. *Nelson & Sons.*
Children's Treasury of English Song. Palgrave. \$1.25. *Macmillan.*

Child's Own Magazine. 1875. Bds., 50 c. *Nelson & Sons.*
Choice Library. 5 v. \$5. *Grass.*
Cicely's Choice. O'Reilly. \$1. *Dutton.*
Clayton's Rangers. \$1.50. *Lippincott.*
Cloverly. Higham. \$1.25. *Randolph.*
Congress of the Seven Hills. Laing. \$1.25. *Porter & C.*
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Cosy Nook Series. 3 v. \$5.25. *Nelson & Sons.*
Coulyng Castle. Giberne. \$1.50. *Carter.*
Cruise in the Acorn. Jerrold. \$2. *Pott, Y. & Co.*
Cunning Workmen. \$1.25. *Lothrop.*
Daisy Dale Library. Leslie. 6 v. \$2.40. *Grass.*
Day after the Holidays. Hope. \$1.50. *Appleton.*
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Doings of the Bodley Family. \$2. *Hurd & H.*
Door without a Knocker. Prosser. \$1.50. *Nelson & Sons.*
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Eden (An) in England. A. L. O. E. \$1.25. *Carter.*
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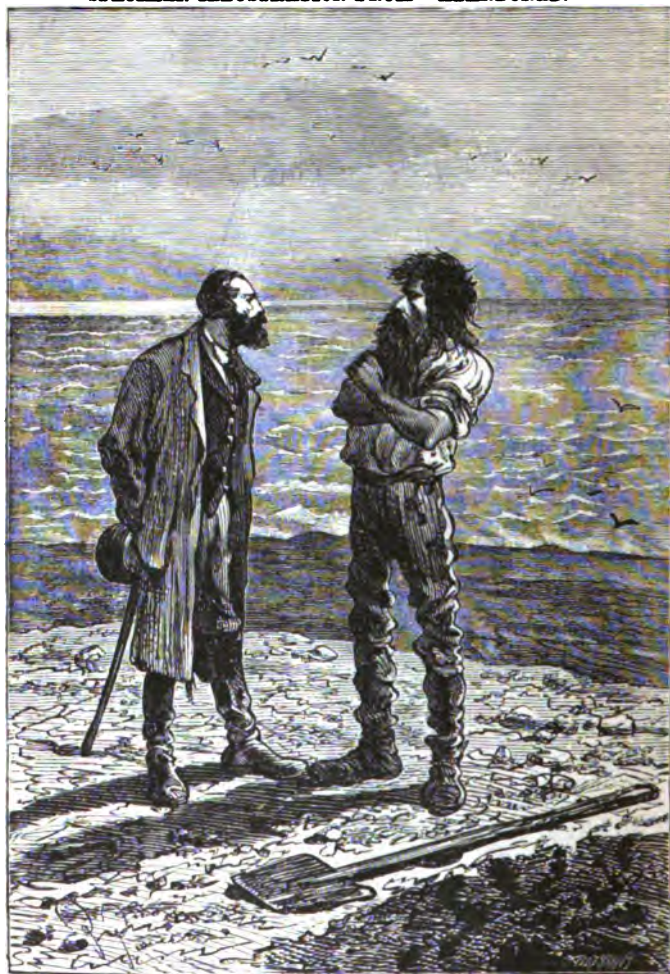
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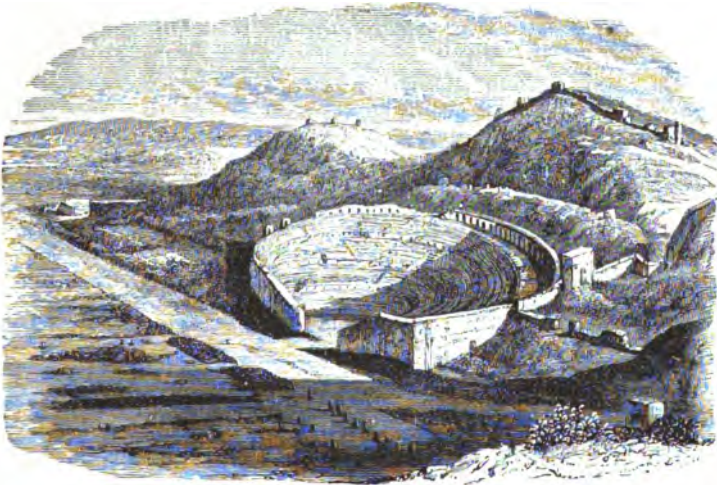
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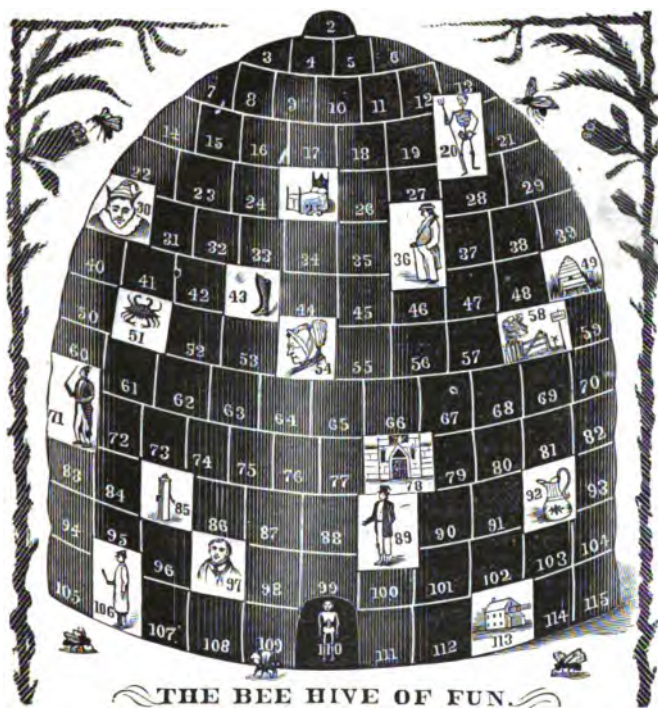
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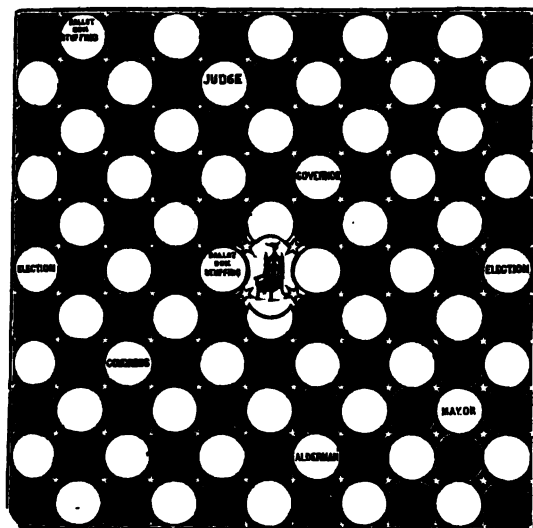
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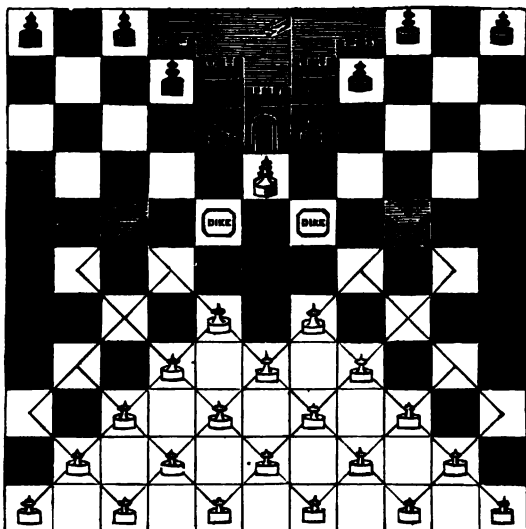
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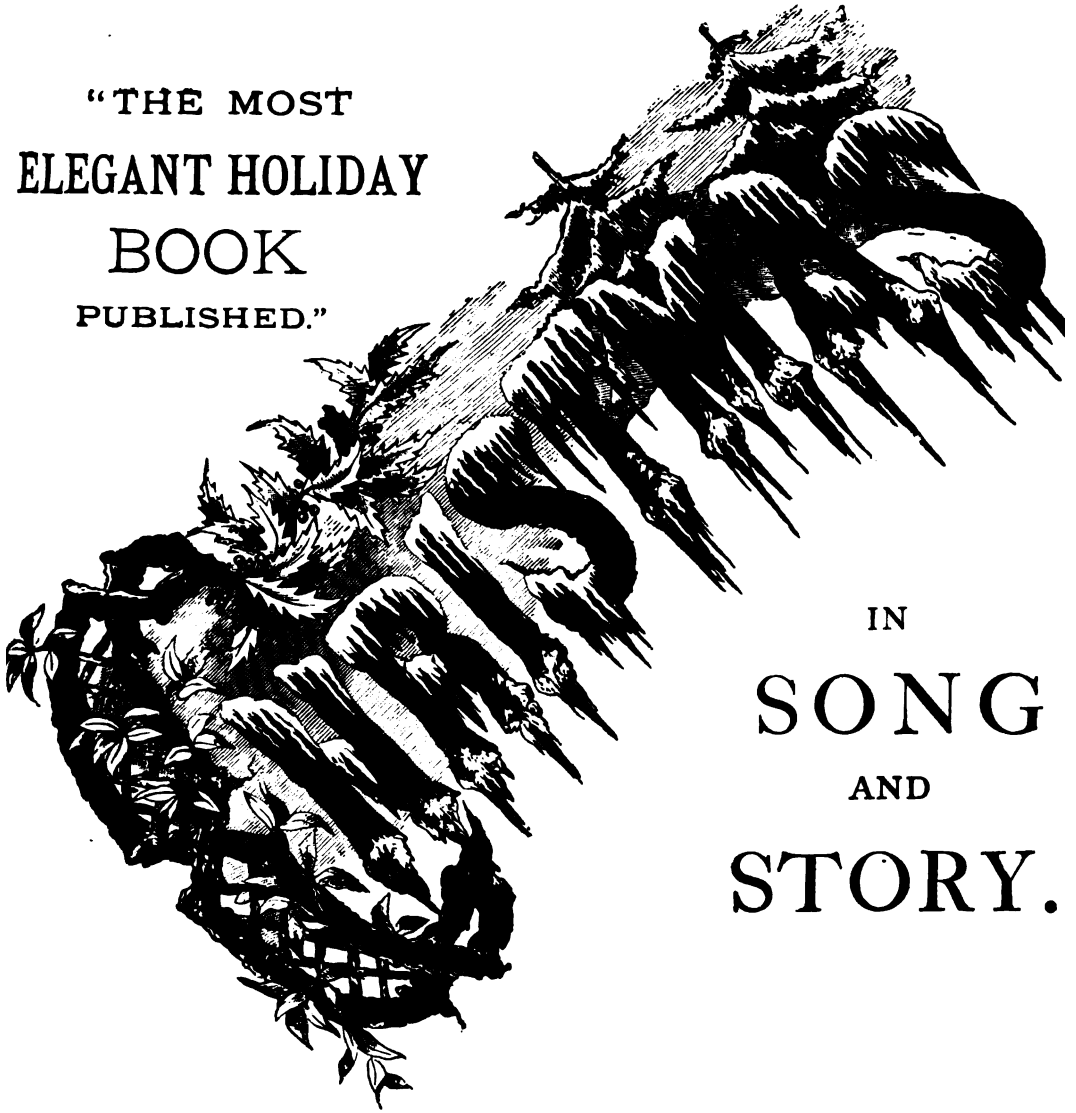
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of French sketches for children referred to in our Christmas number.

THE second volume of "Brief Biographies," namely, "English Radical Leaders," by Col. R. J. Hinton, is nearly ready at G. P. Putnam's Sons. This volume is of more original material than the first of the series, admirable as that was, and will give a clear, vivid survey of socialistic tendencies in England such as is not elsewhere to be found. It should sell largely. They have also nearly ready Pres. Hill's little treatise on "The True Order of Studies." We may add that the Messrs. Putnam have taken a second retail store for the holidays at 1155 Broadway, and have issued a novel and very finely illustrated catalogue of holiday books.

HURD & HOUGHTON have a considerable list of books for next week—Jarves' "Japanese Art," with curious illustrations; Burrough's pleasantly descriptive volume, "Winter Sunshine;" Prof. Greene's new historical work on the Germans in the revolutionary war; and one or two others of real importance.

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The Other Side Again.

THE reform will gain, and not lose, by every full discussion of its principles, and we ask from our readers a hearing for the honest argument against it elsewhere reprinted from the *Observer*, as we ask from the *Observer* itself attention to what is to be said on both sides of the question. Its correspondent makes several points he would scarcely have made had he followed the previous discussion of the reform or thoroughly investigated its principles, but several features of his letter demand present notice.

We have no sympathy with any movement that tends to shut out any class of men from any kind of legitimate business, and despite the mistaken desire of a narrow man here or there, we believe the reform movement, in the hands of its leaders, is safe against being converted into any such engine of wrong. The aim of the reform, in this respect, is simply to prevent bookstores which keep a stock and represent the publisher and literature to the local community being driven out of existence by underselling, which can only be indulged in by two classes of men—those who are so shortsighted in their business that they are not likely to pay their debts, and those who keep just the few new books which are selling with a rush, as an incidental feature of some other business. The reform does not contemplate driving these men out, but simply requires them to hold to the retail prices on which the transactions of the entire book trade are based, without which maintenance the better class of stores must go to the wall. If it be said, let the bookstores keep then only such books as are immediately wanted, there is nothing to reply, except that this would be most unfortunate to the cause of education and culture. Here is the moral reason for the reform, which separates the book trade morally from groceries or dry-goods.

The writer hints at a re-organization of the entire publishing business, and this, as we have many times pointed out, would be an ultimate consequence of the system which the movement desires to reform. His suggestion for starting-off books has a flavor of novelty, but is simply a modification of a German plan partly adopted here and carried out in our own case with the *Trade List Annual*, namely, making a lower price to subscribers previous to publication, who come forward to assure the enterprise. But the gist of his letter is the idea that publishers should make their own stated price for a book, and allow the retailers to make a retail price "at what profit is necessary

them, according to their several locations

and expenses." This is certainly an honest, straightforward system, far better than that of the retailer buying on the basis of a stated retail price, and finding that price practically knocked to pieces by the time he gets his goods in stock. The objection is that such a system would be an almost fatal blow at all local retail bookstores. It is already too general a habit for a customer to walk into a bookstore, look over the books and sample what he wants, ask the price, and then send direct to undersellers at the large centres, and thus dodge payment for the local bookseller's services, after making the most of them. Books being exact duplicates, salable from sample or catalogues or advertisements from any part of the country to any other part, and transportable through the mails at small cost, the lowest price anywhere is practically the price everywhere, so that the local dealer must mostly sell at the lowest margin, or quit. This distinction, which is common to books and patented articles, separates them commercially from the other materials of trade.

The first distinction is the reason why it is right to carry out this reform; the second distinction is the reason why it is necessary. It is possible, because a book, in any copyright or distinctive edition, is in the hands of the one publisher. If he misuses this power by making his prices too high, he will be let severely alone, as has recently been shown in one case. In fact, by making the advertised price the real price of a book, the reform is already bringing about a wholesome competition between publishers on their prices—and this is where competition should come in.

One word more. It is the business of a publisher to do the best for his author, and for a religious publication society to circulate all the books it can in an honest way. If the publisher finds that by selling one copy to this man, he is prevented (by natural conditions) from selling two to another, does the author propose to enjoin him to sell copy No. 1? If the religious publication society is dealing with the trade, it deals on the basis of a low advertised price which it itself makes. Is it fair or honest to turn on this or that buyer, and have him instantly undersold? If a book is for gratuitous distribution, that is fair and square, so long as it is understood; but when it is sold, the conditions on which it is tacitly sold should be honestly lived up to. Every body should be glad to see a good book circulate far and wide—given away, if there are generous people to do it; but in the light of all justice, what would be the morality of a religious publication society that should encourage a local dealer to buy, say its hymn-book, for the purpose of introduc-

ing it into his church, knowing that the next day it would supply that very church for half price or for nothing?

A WELL-KNOWN bookseller at the West adds his voice in protest against the high wholesale prices of certain newspapers, and he wants a convention to settle the matter. We must say it is high time for the trade to get over the notion that conventions, or, for that matter, associations of any sort, are a cure-all for every thing. If conventions could have brought about the millennium, it could have come long ago. The truth is, conventions accomplish nothing, unless they are followed up by individual action. They show what ought to be done, but it remains for people at home to do that. If publishers of newspapers or books are so unwise in fixing their prices, or in their loose ways of making sales, that it becomes impossible for square dealers to sell their papers or books and get the money back, the dealer of common sense should simply stop keeping them, whether his less wise neighbor does the same or not. The existence of a bookstore does not depend upon whether this or that weekly, or this or that edition, is right in stock, and a reasonable amount of common-sense independence in these matters is the quickest way to the complete triumph of the reform. As far as the organization goes, the reform is progressing with reasonable speed, but it is individual inaction—we may almost say cowardice—that is the chief drawback.

If the publishers like the position they are put in by the undersellers, well and good. The dollar-store in New-York issues a catalogue in which are lines of books published by Messrs. Carleton, Routledge, Porter & Coates, and others of good repute on the commercial records—and here is its explanation. After inquiring how they are enabled to undersell everybody else, the proprietors say:

"The solution of the mystery is very simple. Capital controls commerce. In every large commercial centre there are always many firms engaged in business who are short of ready money with which to meet their obligations. They have bought large bills of goods in foreign or domestic markets, and given their notes for them. When these notes are becoming due, they find money is scarce, and collections hard to make; but the money must be had, or they must forfeit their credit"—etc., etc.

How do the gentlemen named like this? There is some tall lying done in this catalogue, which is a sample of one method of the undersellers: the retail price of all Miss Alcott's books is stated to be \$1.75, and Charles Reade's books, which are priced by both Harper and Osgood at \$1 a volume, are stated to be \$1.75 retail. We doubt if the dollar-store is able to supply this particular stock at all.

THAT distinguished bookseller who bears the greatest name in all literature, and is therefore entitled to keep a bookstore, writes from Kalamazoo:

"We have a faint recollection of some time in the far past sending our subscriptions to a book, to be entitled the 'Stationers' Hand-Book.' Can you give us any information on the point, or was it only a dream? Is there to be such a book in the near future? Please relieve our suspense, and oblige."

In similar strain, our brother Munsell writes from Albany:

"But what has become of the 'Trade Annual?' Some of my books on the copies I sent you are now out of print, and are replaced by others not on the list."

While to the same tenor is a communication from Wilson, Hinkle & Co., of Cincinnati, who furnished their list promptly months ago:

"Why not leave the slow-coaches out, if they will not come to time? A prompt list in July, with the most important lists, would be of more use than a full list in December."

We heartily agree with all these complainants. They have been abused—and so have we! The reading-matter forms of the "Stationers' Hand-Book" are not only ready, but printed, and we expect it will be found of the utmost value to the trade. We are only waiting the lists. The "Annual" is at last out, as we had finally to make up our minds we would not wait any more delays, and is being delivered. As was announced, the price is now raised to cover the cost of the valuable indexes, and we expect that, once the limited edition is exhausted, the current price will continue to advance by compound interest.

AN interesting conference on the new postage rates is reported elsewhere. There is certainly no division of sentiment among the publishers on this question.

An Explanation.

We are requested by Messrs. Sheldon & Co. to state that, in view of their early removal, in January next, to a publishing office in Murray street, near the new Post-Office, they have decided to give up their retail department, as four years ago they gave up their jobbing department, and will thereafter confine themselves exclusively to the sale of their own publications to the book trade only. In view of their entire abandonment of the retail business, they are necessitated, of course, to dispose of the considerable retail stock with which they were obliged to fill their store in Broadway, leaving the retail trade to those others now engaged in it. They have therefore decided to clear out this stock by offering it at reduced prices for thirty days—a conclusion to which we know they have come with honest reluctance, feeling that although it is a case parallel to the provision for dead stock and not antago-

nistic to reform principles, it might be so misconstrued by other members of the trade. They have freely advertised it for sale, and have called personally upon every one whom they thought would entertain a proposition of purchasing it as a whole at a very low price. Failing to sell it in wholesale lots, and finding, after consultation with those in the city most interested in the reform, no other way out of the difficulty, they will throw their stock on the market by a clearing-out retail sale, which will be placarded as such. They will put in no new stock, nor indeed have they been buying to any extent since they contemplated such a sale, and we do not see but that, considering the circumstances, this should be satisfactory to the trade. It seems to us that the occasion gives sufficient explanation to the retail buyer, and that the Broadway trade with full stocks will do best to hold to their prices accordingly. Such emergencies as this must arise, in all good faith, in any trade, unfortunate as they are, and if a customer says that he can get a set of Dickens for half price, have him understand it is half price because of a *bona fide* clearing-out sale, and that only the one or two copies offered can be had. In selecting a place for a purely publishing house, Messrs. Sheldon & Co. have no room for a retail stock, and since we know the house were ready to make any reasonable sacrifice rather than reduce prices even under such exceptional circumstances, the question seems to have reduced itself to the alternative of practically throwing the retail stock away or offering it at reduced prices.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

Reinforcements for "Subscriber."

BALTIMORE, NOV. 10, 1875.

To the Editor of the Publishers' Weekly:

SIR: Will it console "Subscriber" in his misery to hear the late experience of another subscriber with a house not south of Mason & Dixon? Wishing for three periodicals not to be had in our town, I looked in the catalogue of a Northern house, when I found what I wanted, under the heads "Domestic and Foreign," price given. I inclosed the amount for one American and two English magazines. Answer: "We can only furnish one of the three ordered. The — we do not know. Can you give us the publisher's name?" My answer was to refer them to such a page of *their own* catalogue for the magazine they did not know. Then they answered that they had inferred the order was for domestic magazines, and that they returned me the money as requested. But they did no such thing; they inclosed instead a letter intended for a gentleman in Mississippi. So the cost to me for encouraging our own trade was

the trouble and postage of three letters, and the loss of just twenty-four days, which I would have saved if I had done as "Subscriber" does, ordered direct from abroad. Every time I have had dealings with this house, some mistake has happened on their part, even to the sending me other people's money and receipted bills. The reason of my applying to them after the first mistake, is the difficulty of getting priced catalogues.

ACCURACY.

The Newsdealers' Grievance.

MR. W. H. WATSON, of Aurora, Ill., heartily seconds a recent correspondent's protest against the wholesale prices of newspapers. After paying this price, and expressage from Chicago, he has no margin, if but two or three are left over. "Publishers may say you are not obliged to keep a news-room;" but customers require a first-class dealer to keep papers. He is trying to get the other dealer of his town to join in cutting off such papers, and he suggests a convention of newsdealers in Chicago, in January, toward which he is willing to subscribe \$25.

The Observer Discussion

[We are heartily glad to see that the *Observer*, which has so large a constituency of book-loving and book-buying people, is giving considerable space to a discussion of the book reform. We reprint below a letter in reply to Mr. Randolph, with the remarks of the editors of the *Observer*, from its issue of Nov. 25. Our own remarks upon it will be found elsewhere. We may say here, however, that Mr. Randolph is President of the general Book Trade Association, and not of a Publishers' Association, and that the writer of the letter, speaking as he does, must have been, we should judge, a newspaper and not a book publisher.—ED. PUBLISHERS' WEEKLY.]

COMBINATIONS IN THE BOOK TRADE.

[The following reply to the communication by Mr. Randolph is by a gentleman who, like the president of the Publishers' Association, unites the publisher, buyer, and author in himself, and therefore speaks from the same three standpoints, and comes to an opposite conclusion.—Eds. *Observer*.]

To the Editors of the N. Y. Observer:

I notice with interest the communication of Mr. A. D. F. Randolph, President of the American Book Trade Association, in the *Observer* of Nov. 11. Allow me, as one who claims many years' experience in the observation of the publishing business and some little personal concern therein, to state what I believe to be the fundamental error in Mr. Randolph's views. Passing by your very correct statement that "it is next to impossible to regulate trade by combination," it is perfectly certain that Mr. Randolph's argument is fallacious, because he bases it entirely on the assertion that "the character of the bookselling business makes it a limited one," and that therefore a living profit ought to be secured by combination. There are few classes of business more unlimited. I could easily give you a list

of many more limited in which no need of combination has been pleaded. It is in fact one of the very largest industries in the civilized world. In small towns and villages it is not so large as to support shops devoted exclusively to it. But the sincere president forgets that the same is true of cutlery, fancy goods, toys, and even dry-goods and groceries. Hence, in small communities different lines of trade are combined by one dealer in one shop. And there is no sound reason in the plea that a bookstore or any other trade deserves to be built up and supported on its own interests, in a particular shop, by a fixed high profit. On the contrary, if, as in many villages is the case, a drug or other store with small custom can add to its business the book trade, and, by selling books at a small profit, increase the receipts of the proprietor without increasing his expenses, this trade will benefit the community, and also benefit the publishers and authors. And in seeking to prevent this sort of bookselling, some publishers fail to see their own good.

Other large manufacturers do not concern themselves so much with the retail price of their goods. Let manufacturers of books sell their products at what profit they judge best suited to their own interests, and let retailers buy of them and sell again at what profit is necessary to them, according to their several locations and expenses. In short, let the retailers have just as much liberty in fixing prices as the manufacturer himself, and the result will be largely to the benefit of the manufacturer as well as to the benefit of the retailer.

THE SELLER'S SIDE OF THE QUESTION.

The error in Mr. Randolph's views (for the sincerity of which all who know him must entertain the highest respect) consists in placing the book trade on a different footing from other trades as a "limited" and peculiar business. And this error, being entertained by some eminent publishers, has been of injury to the trade. Books, like many other goods, vary in salable quality. An author's royalty being the same in both cases, a salable book costs as much to produce as an unsalable one. But it does not take a dealer as long to ascertain the salable quality of a book as of a new pattern in cotton prints. When he finds the latter unpopular, he gets rid of his stock at the lowest possible profit, or at cost, or at less than cost. This question of salable quality is one of locality, circumstances, time. The retailer is the only judge of the selling price, in many instances, whether the goods are new prints, new boots, or new books. If a book is unsalable for two or three weeks, the retailer who knows how to do business will get rid of his stock at any price. The system of returning unsold copies to accommodating publishers will seem as odd as to return unsold silks to France; publishers who find it to their interest, with particular dealers, will sell to them on special terms, as they now do; instead of discounts from a fixed retail price (which is and always must be a fiction), manufacturers of books will sell at their own price, and leave retailers to make a profit according to their several expenses.

NOW ON THE BUYER'S SIDE.

I have claimed a little knowledge of the book trade from the selling side of the question. I have, however, more experience on the question from the other side, and I am confident that this experience is of vastly more value to publishers. If they could get it from many more like me, it might be found that I am wrong; but in any event it would be of the highest importance to them. I am a large average buyer of books, of the ordinary class, at retail. When I purchase from dealers who know me, they give me, without request, the discount which is given to the trade; but I never ask for it, and my purchases, during the past year, of current literature, amount to some two or three hundred dollars, at the full retail price. These purchases are made, as a very large class are made, merely for the temporary purposes of books to read. I am governed very largely by the prices of the books. It seems to me always a very absurd business, when I enter a bookstore, to see a row of new books, looking very much alike, about the contents of which neither the bookseller nor I know any thing, but all held for sale at a uniform price, varying only according to size, paper, illustration, and binding. I run over the titles, and reject all, or possibly see an author's name with which I am acquainted, and buy his book. Now, I know that this dealer has a margin of profit—thirty to forty per cent—which would allow him to make some profit on a two-dollar book, if he should sell at \$1.40, \$1.50, or \$1.75. The difference, if made, would induce me to buy a book I know nothing of. I find some retail dealers who make such a distinction among their new books, and I often buy two or three books at a time for railway reading, and, having read them, keep them, or leave them lying in the car-seat, according to my appreciation of them. I represent hundreds of book-buyers. I often go into bookstores and see on the shelves the same unsalable books standing for months, held at the same price. In other trades this would seem poor management. No wonder that booksellers fail to understand what is a "living profit" when they insist on a uniform profit upon every class of articles.

THE OLD RUTS.

The truth is that the book trade has been for a century running in old ruts, and this plan of a uniform profit on all works of a certain sort, or rather the plan of a fixed retail price, with uniform rates of discount, is one of those ruts. The question of quality and salableness is too much lost sight of. Publishers are constantly brought before the public as tyrants in their dealings with authors, but this is, as all sensible men know, a great misrepresentation. It is a mercy to the world that the race of publishers, with brains and experience to estimate the salable value of authors' brains, is placed between authorship and the public. But neither authors nor publishers, as a class, have learned how to make a market for a new brain product. The ordinary practice of the publisher is to fix the price of the printed product, send it out, and trust to the character of the material—to wit, the brain product—to sell it. It is common for other manufacturers, when introducing a new article, to sell it at cost, or

little over, till it becomes known, and then meet the created demand with an increase of profit. Publishers do not try this, but often fearing want of success, bargain with an author that he is to have no royalty on the first thousand copies sold. A very proper bargain, but one which ought to be carried out to its true beneficial results, namely, that both publisher and author should reduce their expectation of reward on the first edition or thousand. This edition might well succeed at a twenty per cent discount (over and above the ordinary thirty or forty), and thus the market be secured for another edition, to meet an established demand, at a fair profit. But no publisher seems to have thought of this—that having saved himself ten or twenty per cent, or even more, on the first cost by this agreement with the author, he might, as an enterprising business man, force his book before the public by selling the edition at ten or twenty per cent less than he will hereafter demand for it. But against this method of doing business the author and publisher find reared up the old idea of a uniform rate of discount, or an established retail price from which retail dealers are not to depart.

The sum and substance of this whole matter is that in the book trade, as in all other trades, the producer is best served by whatever makes the largest market among the consumers, and the middleman is the best judge of what rate of profit he can live on, and how he can sell the largest quantity of each particular sort of goods in his own locality and among his own customers.

Finally, I am an author in a small way, and I insist, without fear of intelligent contradiction, that my publishers would do me an unpardonable wrong if they should refuse to sell my books to any retailer who declines to limit himself as to the price at which he will retail them. They most certainly would owe me a royalty on every copy which they should so refuse to sell.

NEW-YORK, Oct. 11, 1875.

To the above the editors of the *Observer* wish to add that if a religious board of publication or a society refuses to sell its books to a merchant who would sell them at cost, or less than cost, or even give them away, such board or society ought to be spoken to.

NOTES FROM LONDON.

(Correspondence of the PUBLISHERS' WEEKLY.)

LONDON, November 8, 1875.

AMONG the thousand volumes referred to, in my notes on the distinctively holiday books, several very interesting volumes of biography are announced, among which are the following: The concluding volume of "The Life of Henry Temple, Viscount Palmerston," by the Hon. Evelyn Ashley, M.P. (Bentley). "Memoirs of Celebrated Etonians," including Fielding, Horace Walpole, Gray the Poet, William Pitt, Earl of Chatham, Lord Bute, Horace Tooke, Lord North, Earl Temple, Admiral Lord Howe, Lord Lyttleton, etc., by John Heneage Jesse, 2 vols. (Bentley). Another work of similar character is announced by Chatto & Windus, entitled "Memoirs of Eminent Etonians, with Notices of the Early History of Eton College," by Sir Edward Creasy, a new edition of a well-

known work, brought down to date. "Life and Adventures of Theobald Wolfe Tone," written by himself, and extracted from his journal, by his Son (Cameron & Ferguson). A new edition, in eight volumes, of "The Life and Works of Walter Savage Landor," with portrait and illustrations (Chapman). "Forty Years' Recollections of Life, Literature, and Art," by Charles Mackay, 2 vols. (Chapman), a work which we may expect to find of more than average interest. "Seven Generations of Executioners," being the memoirs of the Sanson family, the hereditary executioners of France, written by Henri Sanson, and translated into English (Chatto & Windus). "Life of Norman Macleod, D.D.," by his brother, Rev. Donald Macleod. (Daldy & Isbister). "Ernst Rielschel, the Sculptor, an Autobiography and Memoir," from the German of Andreas Oppermann, by Mrs. George Sturge (Hodder). "Celebrities I have Known; with Episodes Political, Social, Sporting, and Theatrical," by Lord William Pitt Lennox (Hurst & Blackett). "The Life, Works and Opinions of Heinrich Heine," by William Stigand (Longmans). "Life of Napoleon III.," by Blanchard Jerrold, vol. 3 (Longmans). "Life and Letters of Lord Macaulay," by his Nephew, G. Otto Trevelyan, M.P., 2 vols. (Longmans). Among the foregoing are several works which promise to be of lasting interest. Any thing fresh about Lord Macaulay is certain to be received with attention, and the same may be said about Heine, and the recollections of Charles Mackay will doubtless prove a valuable addition to the literary history of the present century.

Among works of science, we are promised two volumes by R. A. Proctor, "Our Place among Infinities" (King & Co.), and "Science Byways" (Smith & Elder). In this department, although there are upwards of thirty-six books on the list, few are sufficiently important to merit special attention. The long array of religious works also presents scarcely any exceptions to the general level of mediocrity. A sixteenth edition of Farrar's "Life of Christ" (Cassell) is announced, also "The English Bible: An External and Critical History of the various English Translations of Scripture," by Dr. John Eadie, 2 vols. (Macmillan). "Dictionary of Christian Biography and Doctrines," edited by Dr. William Smith and Rev. Henry Waco (Murray); the sixth volume of "The Speaker's Commentary" (Murray); "The Student's Manual of Ecclesiastical History," by Philip Smith, B.A. (Murray); "Bible Lands: Their Modern Customs and Manners," by Dr. Henry Van Lennep (Murray); "The First Prayer Book of Edward VI., showing the results of the various revisions from 1549 to 1662 (Parker); the second volume of the new edition of Dean Alford's Greek Testament (Rivingtons); "Village Preaching for a Year," a new course of 65 sermons for the Christian seasons, by Rev. S. Baring-Gould (Skiffington); and "An Analysis of Religious Belief," by Viscount Amberley, 2 vols. (Trubner).

Half a dozen titles will include all the books of travel that are worthy of attention. The first, as is most fitting, is a book about America, and by a British peer, "The Great Divide: A Narrative of Travels on the Upper Yellowstone in the Summer of 1874," by the Earl of Dunraven, with numerous illustrations drawn on the spot, by Valentine W. Brownley (Chatto &

Windus). "Ultima Thule; or, A Summer in Iceland," a most entertaining narrative of a year's travel and residence, by Captain Burton, of African celebrity, 2 vols. (Nimmo). "Cities of Northern and Central Italy," by Augustus J. C. Hare, with over 100 illustrations, 3 vols. (Daldy, Isbister & Co.). "Journey of a Thousand Miles through Egypt and Nubia, to the Second Cataract of the Nile," by Amelia B. Edwards, with illustrations from drawings by the authoress (Longmans). "The Frosty Caucasus: An Account of a Walk through part of the Range," by F. C. Groud, with illustrations engraved by Whymper, from photographs taken during the journey (Longmans). "From the Hebrides to the Himalayas: Eighteen Months' Wandering in Western Isles and Eastern Highlands," by Miss Constance F. Gordon Cumming, a relative of the famous lion-slayer (Low). "Explorations in Australia," by John Forrest, with illustrations from the author's sketches (Low). "To the Victoria Falls of the Zambesi," by Edward Mohr (Low). Two of these books, it will be seen, are by ladies.

Among miscellaneous announcements, the following are worthy of remark: "Legends and Traditions of the Eskimo; with a Sketch of their Habits, Religion, Language, and other Peculiarities," selected and translated from the Danish of Dr. H. Rink, and edited by Dr. Robert Brown (Blackwood). "Private Correspondence of Sarah, Duchess of Marlborough," now first published from the original MSS. in the possession of Earl Beauchamp, at Madresfield Court (Murray). "British Popular Customs, Present and Past; illustrating the Social and Domestic Manners of the People," by Rev. T. F. Thiselton Dyer (Bell & Sons), a book constructed on the plan of Brand's "Popular Antiquities," but embracing the results of later investigations. "Assyrian Inscriptions: Describing Events of the Book of Genesis," containing the Chaldean account of the creation, the temptation and fall of man, the deluge, etc., by George Smith, (Low). "The Habitation of Man in All Ages," and "Lectures on Architecture," 2 vols., both translated from the French of E. Viollet-le-Duc, and each profusely illustrated (Low). "History of Indian and Eastern Architecture," by James Fergusson, F.R.S. (Murray). "The History of Modern Music," by John Hullah, a name, which in connection with the subject of music is sufficient to indicate the value of the book (Longmans). "Niebuhr's Lectures on Roman History; delivered at the University of Bonn," translated into English from the edition of Dr. M. Isler, by H. G. M. Chepmell, M.A., and Franz Demmler, 3 vols. (Chatto). "The Law of Literary Criticism; The *Athenæum* Libel Case" (W. & A. K. Johnston), a work which owes its existence to the recent case brought by the publishers against the *Athenæum* for an alleged libellous criticism upon an atlas, in which very heavy damages were given against the journal. "Natural History of Mammals, including Man; being the first part of an Introduction to Zoology and Biology," by St. George Mivart, F.R.S., 2 vols., illustrated (Murray). "The Movements and Habits of Climbing Plants," by Charles Darwin (Murray). "Myths and Songs of the South Pacific," by Rev. W. W. Gill, with a Preface by F. Max Muller (King & Co.). "Guido and Lita; a Tale of the Riviera," a poem, by the Marquis of Lorne, illustrated (Low). A collected edition of the

"Poetical Works of Richard Monckton Milnes, 2 vols. (Murray). "Political and Military Episodes during the First Half of the Reign of George III.," derived from the Life and Correspondence of Lieut.-General Burgoyne (Macmillan). "The Russian Power," by Ashton Dilke, 2 vols. (Macmillan), a book which has probably already seen the light in America. "Democracy in Europe," a history, by Sir Thomas Erskine May, K.C.B., 2 vols. (Longmans). "Currency and Banking," by Professor Bonamy Price (King & Co.). The third and fourth volumes, completing the work, of "History of Merchant Shipping and Ancient Commerce," by W. S. Lindsay, illustrated (Low). "The History of Lloyd's, and of Marine Insurance in Great Britain," by Frederick Martin (Macmillan). "Handbook of London Bankers; with some Account of their Predecessors, the Early Goldsmiths; together with Lists of Bankers from the Earliest London Directory, printed in 1667, to the Official List of 1875," by F. G. Hilton Price (Chatto & Windus). "The Life, Letters, and Writings of Charles Lamb, edited by Percy Fitzgerald, 6 vols. (Moxon). "Albert Durer: His Life and Works," by Dr. Taussing, Keeper of Archduke Albert's Art Collections at Vienna, translated from the German (Murray). "Lorenzo de Medici, the Magnificent," from the German of Alfred von Reumont, by Robert Harrison, 2 vols. (Smith & Elder). "Women of Fashion, from Anne to Victoria," by Davenport Adams (Tinsley Bros.). "Dickens' London; or, London in the Works of Charles Dickens," by T. Edgar Pemberton (S. Tinsley), a work which, if well done, will be of considerable interest, as the changes and improvements which have taken place since Dickens wrote, and others which are still in progress, make it more and more difficult to identify the scenes of his stories. W.

The Postal Conference.

POSTMASTER-GENERAL JEWELL, while in New-York last week, held a conference, at the office of Postmaster James, with several representatives of the publishing trade, including Mr. Appleton, Mr. Sheldon, Mr. Roswell-Smith, of the Scribner magazines, Mr. Blakeman and Mr. Farrelly, on the rate of postage on third-class matter, now one, instead of a half cent per ounce. Mr. Sheldon thought that the repeal of the new law would much improve the book trade throughout the country. Mr. Smith thought it was for the interest of the government to build up a national literature, and that the repeal of the law would be useful to this end. Postmaster-General Jewell suggested that newspapers be sent by mail at the rate of one cent for every four ounces, but did not favor the reduction of the present rate of postage on books, because they were merchandise. "Well," said Mr. Appleton, "we receive through the mail sample books from foreign countries upon which the postage has been paid, and though such books are dutiable as merchandise, we pay nothing for them." Mr. Jewell asked Mr. James if dutiable articles were passed through his office, and Mr. James replied that he did not think sample books were dutiable as merchandise. Mr. Youmans, Superintendent of the Newspaper Department of the Post-Office in this city, said that now only one book to

twenty magazines was sent by mail. Mr. Appleton thought that postage on books should not be more than eight cents per pound. Mr. Farrelly favored the rate of one cent for every four ounces or fraction thereof on transient newspapers. Postmaster-General Jewell said he had heard a great deal of talk about the department's charging more for sending matter to Chicago than it charged for sending such matter to Liverpool or Russia, but it cost more to send mail matter to Chicago than it did to send it to Liverpool or Russia. The expenses of his department were \$35,000,000 a year, while the receipts were only \$27,000,000, and, with a deficiency of \$8,000,000 staring them in the face, he doubted if Congress would look favorably upon a proposition to reduce the present rate of postage on magazines and books. The Postmaster-General finally said he supposed all publishers were interested in having the postage on books put back at the old rate, or less, and that he would give his conclusions in the report to Congress.

BOOKS RECEIVED.

JOHN TODD, *THE STORY OF HIS LIFE*, told mainly by himself; compiled and edited by John E. Todd. (Harper & Brothers.) Dr. Todd died in August, 1873, at Pittsfield, Mass., where he had been for many years pastor of the First Congregational Church. Here he had spent a long, beautiful, and useful life, dedicated to work and self-sacrifice, and here he was mourned in death by all who knew him. There are few striking incidents in his career, and outside of the ministry, where his great force of character and rugged eloquence were thoroughly appreciated, he seems to have been brought but little into contact with the great world. The reading public have long valued his works, his "Student's Manual" and "Lectures to Children" having a wide-spread popularity. His little pamphlet against "woman's rights," so smartly replied to by Gail Hamilton, probably brought his name most prominently before the public of late years. We imagine this record, somewhat diffuse and tedious in detail, and derived mostly from family letters, will be most prized by those to whom he was personally known, for while the beauty of the life it depicts can not escape the observation of the most indifferent, it is not sufficiently cosmopolitan in its interests to awaken a wide-spread sympathy. 8vo, cloth, \$2.75.

THE BIRD AND THE BELL, by Christopher Pearse Cranch. (James R. Osgood & Co.) The initial poem in this volume gives the title to it. The volume is made up of short poems and sonnets, which mark their author as a poet of no mean ability. They are imbued with a delicate fancy and a refined sentiment, which give them a special value, and make them very delightful reading. The volume quite stands out among the number of weak and worthless poetical productions daily issued. 12mo, cloth, \$2.

THE MARBLE FAUN, by Nathaniel Hawthorne. (James R. Osgood & Co.) Two volumes of the new popular edition of Hawthorne's works, uniform with "Little Classics." This charming romance will bear several readings—so even if it has been perused, it can safely be re-

commended again, and will be found, no doubt, full of undiscovered beauties and some of the choicest and best bits of art criticism from Hawthorne's pen, well worth a second study. 2 vols., \$2.50.

THE FOOTPRINTS OF THE CREATOR, by Hugh Miller. (Robert Carter & Bros.) The second volume issued by the Carters of Hugh Miller's works. These works have all gone through many thousand editions, and are old standards in the trade, so we only give them passing mention, as having come into the hands of a new publisher. 12mo, cloth, \$1.

THE ROMANCE OF MISSIONS, by Maria A. West. (A. D. F. Randolph & Co.) The inside views of life and labor of the American Mission in the East, which this volume offers, are full of interest and information of quite a novel kind. They afford an insight into Eastern domestic life that would be impossible to obtain under ordinary circumstances, and give a most vivid and encouraging account of the results of the work of our noble and self-sacrificing women and men devoted to the Oriental missions. The descriptions of life and sketches of character are unusually vivid, and will be perused with a keen relish. An interesting introduction, by Mrs. Charles, prefaces the work. 12mo, cloth, \$2.50.

LECTURES ON ART, by Taine, translated by John Durand. (Henry Holt & Co.) This volume makes the second series of art lectures from Taine, and completes all that he has directly written upon the subject of art. It contains his treatise on "The Philosophy of Art in Italy," which applies and verifies the general law which he set down in his previous lectures, by which all works of art are produced. "The Philosophy of Art in the Netherlands" and "The Philosophy of Art in Greece" make up the contents of the volume. These treatises are marked by the same profound insight into art, and the subtle criticism and felicity of expression which characterize the first series. 12mo, cloth, \$2.50.

CLOVERLY, by Mary R. Higham. (A. D. F. Randolph & Co.) A bright, wholesome story of family life in the country; told with more than ordinary skill, and bubbling over with sparkling conversations, and clever, witty sayings. It is so free from every thing that is morbid, and yet so full of sound teachings, and withal so interesting, that it can be safely recommended to any one. 16mo, cloth, red edges, \$1.25.

DISSERTATIONS AND DISCUSSIONS, vol. v., by John Stuart Mill. (Henry Holt & Co.) In this volume, the latest addition to the "Uniform Library Edition" of Mill's miscellaneous works published by this house, will be found a number of essays hitherto uncollected; his essay on "Endowments;" also, "Thornton on Labor and its Claims," "Professor Leslie on the Land Question," "Taine—De l'Intelligence," "Treaty Obligations," "Maine on Village Communities," "Grote's Aristotle," "l'Avere e l'Imposta," and a number of papers on "Land Tenure." 8vo, cloth, \$2.50.

HOSTAGES TO FORTUNE, by Miss M. E. Braddon. (Harper & Bros.) Miss Braddon's pen does not appear to lose its cunning; she is as intense and inventive in this novel as in any she has given us. It gives capital photographic

sketches of London literary and artistic life, and Welch character and scenery. 8vo, paper, 75 cents.

BRIC-A-BRAC SERIES, edited by Richard Henry Stoddard: **PERSONAL REMINISCENCES OF CONSTABLE AND GILLIES**. (Scribner, Armstrong & Co.) Archibald Constable owes the greater part of his fame as publisher to the fact of having been Scott's partner in all his literary ventures, although he was also connected with authors of more or less reputation, such as Thomas Campbell, William Godwin, Washington Irving, James Sheridan Knowles, and others. Robert Pearse Gillies was a poor Scotch author contemporaneous with Constable, obscure and unfortunate; he knew Scott, Wordsworth, and a few other great literary lights of his day. Mr. Stoddard has skimmed the cream from these two Scotchmen's reminiscences, and done his best to make out of somewhat poor materials a readable book. Sq. 12mo, cloth, \$1.50.

HISTORY OF THE CIVIL WAR IN AMERICA, by the Comte de Paris, translated by Louis F. Tassistro. Vol. I. (J. H. Coates & Co.) We do not think we can better give a resume of this valuable work than in the words of its able editor, Prof. Henry Coppée, who in his interesting preface says, speaking of the Count of Paris, "He has produced a book displaying careful research, cool judgment, and a manifest purpose to be just to all. It is vigorous in style, scholarly without a touch of pedantry; his battle pictures are effective from their great simplicity; the battle fights itself under the reader's eyes. So varied and skilful is the handling of the narrative that the interest does not flag for a moment, even when he deals with dry statistics. In a large and philosophic view of American institutions he has rivalled De Tocqueville. Although his service was short in this country, he gained a full knowledge of the machinery and working of our government, and was a witness of the marvellous creation of a colossal army out of nothing." The work is admitted to be so far the fullest and most comprehensive military history of our civil war yet written. This volume, very handsomely gotten up, with a number of maps, includes two volumes of the Paris edition, which will be in eight volumes. 8vo, cloth, \$3.50; sheep, \$4.50; half morocco, \$6.

THE STORY OF THE STICK, translated and adapted from the French of Anthony Réal. (J. W. Bouton.) Both an amusing and philosophical history of the uses and abuses of the stick in all ages and in all lands. Mr. Réal tells us the "story of the stick is the story of civilization," so he graphically paints its picture as rod, scourge, sceptre and crosier, as a divining wand, as a pilgrim's staff, as the truncheon of the marshals of France, and describes in detail the various uses it is put to in the present day. 12mo, cloth.

FARM LEGENDS, by Will Carleton. (Harper & Brothers.) This is a companion volume to the "Farm Ballads," and is very attractively gotten up for the holiday season. The legends are full of a rustic humor, and betray considerable insight into human nature. 4to, cloth, \$2.

PRETTY MISS BELLEW, by Theo. Gift. (Henry Holt & Co.) "Pretty Miss Bellew" is from a new writer, and a very able one. The story is wonderfully fresh and well told, and presents

some remarkably vivid character-sketches. It is the old story of love, with fresh scenes and characters, and new complications. "Leisure Hour Series." 16mo, cloth, \$1.25.

RUNNING THE BLOCKADE, by W. H. Thomes. (Lee & Shepard.) A story of adventure in the U. S. Secret Service during the late war, by the author of "The Gold Hunters' Adventures." The hero, an adventurous young fellow, enters the naval service to assist in capturing blockade-runners; his various escapes and perils and love affairs form a most exciting and entertaining story. A very handsomely and showily bound volume, full of illustrations. 8vo, cloth, \$2.50.

LECTURES DELIVERED IN AMERICA IN 1874, by Charles Kingsley. (Jos. H. Coates & Co.) This volume, containing some of the most characteristic of Canon Kingsley's writings, possesses a double interest, in view of his death having occurred so recently after his visit to this country. The lectures are entitled "Westminster Abbey," "The Stage as it was Once," "The First Discovery of America," "The Servant of the Lord," "Ancient Civilization." 12mo, cloth, \$1.25.

ABANDONED, by Jules Verne, translated by W. H. G. Kingston. (Scribner, Armstrong & Co.) A continuation of the history of the castaways on Lincoln Island. New interest is awakened in their lives by finding a man on an island near them, who had been abandoned there for crimes he had committed many years before. This volume forms the second part of "The Mysterious Island," and is quite as full as the first part of wonderful adventures and strange occurrences. Profusely illustrated. Crown 8vo, cloth, \$2.

GETTING TO PARIS, by Francis S. Williams. (Lee & Shepard.) A very excellent book of practice in French conversation. It consists of a series of conversations between a family on their way to France, beginning with the purchase of the tickets, and going through all the various stages of the sea-voyage. The subject-matter conveys a good deal of practical information for travellers, while the French and English being both given, the student has a capital opportunity for turning his English into correct French, and conversing with his fellow-students in the absence of a teacher. 12mo, cloth, \$1.75.

HISTORICAL SCENES FROM THE OLD JESUIT MISSIONS, by the Right Rev. Wm. Ingraham Kip. (A. D. F. Randolph & Co.) The material of this volume is drawn from the same source as the author's first work, "The Early Jesuit Missions in North-America"—the letters of the Jesuit missionaries from 1650 to 1750. While the previous work related entirely to the labors of the Society of Jesus in this country, this volume pictures them among the worn-out civilization of the Eastern Empire, or narrates scenes which illustrate their heroic self-denial in various parts of the world. The volume has an important historical value. 12mo, cloth, \$1.75.

A QUAKER AMONG THE INDIANS, by Thomas C. Battey. (Lee & Shepard.) Thomas C. Battey's book is offered to the reading public, to impress upon it the persuasive eloquence of "gentle peace" upon the savage. He went among them three years ago as a teach-

er, and lived and travelled with them, going about entirely unarmed, coming in contact with some of the most hostile tribes, and yet receiving from them in his three years' residence nothing but love and kindness. His book is not exciting, but gives some very graphic pictures of Indian domestic life. 12mo, cloth, \$1.50.

THE MYTH OF STONE IDOL, by William P. Jones, A.M. (S. C. Griggs & Co.) "Love faithful unto death" is the subject of this love legend of Dakota. The author has done well to rescue this charming story from the mass of Indian traditions and songs which exist still in the West, but which are every day fast expiring and being lost to posterity for the want of a faithful chronicler. The poem is smoothly written, showing considerable beauty of versification. Sq. 12mo, cloth, \$1.25.

BIBLE LANDS, by the Rev. Henry J. Van Lennep, D.D. (Harper & Bros.) No more important and valuable addition to biblical literature than this has probably ever been made. The author spent almost a lifetime in the East, where he enjoyed unrivalled opportunities of intercourse with all classes of the people, and devoted all his studies to the one object—gathering, sifting, and proving information relative to old manners and customs mentioned in the Bible, still found all through the East, a clear understanding of which goes further to interpret and verify the Scriptures than one could imagine. The student has only to take up this volume to discover what a perfect magazine of knowledge it is relative to every thing which pertains to the East; not only to its manners and customs, but its geography, its history, its commercial industries, the character of its climate, and its social, religious, and political life in Bible times. It is very richly embellished with maps and illustrations; we believe the latter number something like three hundred and fifty. 8vo, cloth, \$5; sheep, \$6; half morocco, \$8.

THE MANUSCRIPT MANUAL. (Authors' Publishing Co.) This little pamphlet offers in a concise form some excellent rules and suggestions to those who write for the press. It has chapters on the preparation of manuscripts, on punctuation, style, excellence in book-making, the copyright law, etc., etc. 10 cents.

CEREMONIAL OF THE CATHOLIC CHURCHES. (Kelly, Piet & Co.) A new and corrected edition of a work much in use among the clergy of the Roman Catholic churches in the United States. It is approved of by the Archbishop of Baltimore, and was originally published by order of the First Council of Baltimore. It is a manual of all the various ceremonies of the church, and is intended to aid and instruct the priesthood. 12mo, cloth, \$2.80.

MANUAL OF THE SISTERS OF CHARITY. (John Murphy & Co.) Though compiled chiefly to meet the wants of the Sisters of Charity of Nazareth, this manual is adapted to general use. It will recommend itself to people living in the world, and will probably prove more useful than many of the prayer-books now extant. 16mo, cloth, \$1.

JAMES R. OSGOOD & Co. are out with their cunning little "Vest-Pocket Series" of standard and popular authors. We have received the first issues, "Snow-Bound," by Whittier,

"Evangeline," by Longfellow, and two little volumes of Emerson's essays, "Power, Wealth, Illusions," and "Culture, Behavior, Beauty." They are bound in flexible cloth covers, at 50 cents each. We have also received a volume of their new popular edition of Hawthorne's works, "The Blithedale Romance," \$1.25.

THE CHILDREN'S TREASURY OF ENGLISH SONG, selected and arranged with notes by Francis Turner Palgrave. (Macmillan & Co.) This selection was made for children between the ages of nine or ten, and fifteen or sixteen years of age; it can be used as a class-book, or given into the child's possession for its own pleasure and study. It is a most charming collection of bright, vigorous, healthy poetry, every thing in the morbid, sentimental, or passionate line having been excluded on principle. We can imagine a child's delight in turning over its dainty pages, on which are to be found some of the brightest gems of old English songs and poems. 16mo, cloth, \$1.25.

THE ILLUSTRATED CATHOLIC FAMILY ALMANAC FOR 1876. (Catholic Pub. Society.) Contains, besides the usual calendars and astronomical calculations, quite an amount of interesting reading matter and illustrations, and information about Catholic feasts and fast days, etc. Paper, 25 cents.

GARDENING FOR PLEASURE, by Peter Henderson. (Orange Judd Co.) Written in the plainest language and divested of all technical terms, this work offers a most excellent and reliable guide to the amateur in the fruit, vegetable, and flower garden. Full directions are also given for the greenhouse, conservatory, and the growing of plants in the window. Every one who loves and cultivates flowers ought to have it. 12mo, cloth, \$1.50.

PERSONAL MENTION.

THE friends of Mr. Richard Brinkerhoff (not our Mr. Richard Brinckerhoff) will be glad to learn that he has been appointed business agent of the Board of Publication of the Reformed Church of America. Mr. Brinkerhoff was formerly in the theological book business at 103 Fulton street, but for the past ten years has acted as manager of the sales department of N. Tibbals & Sons. He intends to make the Board rooms at 34 Vesey street a place where a general assortment of theological and Sunday-school books may be found, and where his numerous friends can be accommodated with literature to suit their tastes. Mr. Brinkerhoff has made rare, scarce, and out-of-print books a specialty for many years.

MR. W. P. TALBOYS, author of "West-India Pickles," is a son of D. A. Talboys, the Oxford publisher, and came to this country some twenty years ago. He used to be a clerk for the late G. P. Putman, and has since been a broker in Wall street.

MR. ALEX. STRAHAN, the English publisher, is attacking "Bad Literature for the Young." He has a paper on the subject in the November *Contemporary*.

MISS GORDON CUMMING, the lion-hunter, is a member of a venturesome family. Her sister, Miss Constance Gordon Cumming, has written, under the title of "From the Hebrides to the Himalayas," a record of her wanderings, with many illustrations from her own drawings.

NOTES AND QUERIES.

UNIVERSITY OF WISCONSIN LIBRARY,)
MADISON, November 13, 1875. }

To the Editor of the *Publishers' Weekly*:

DEAR SIR: In No. 13 of Vol. VIII. (September 25, 1875) you ask for information about "The Scandinavian Races," by Paul C. Sinding. There being no book of the kind published this year, I think the question must have reference to a paper by Paul C. Sinding in the "Transactions of the Literary and Historical Society of Quebec" (Session of 1864-5), and entitled, "The Ancient Scandinavians: their Maritime Expeditions, their Discoveries, and their Religion." I am not aware that Mr. Sinding has ever enlarged this paper and published it in book form. His "History of Scandinavia" was published in 1862, if I am not mistaken.

Yours truly,

R. B. ANDERSON.

WHO publishes a good primer in editions for the trade with imprint? An inquiry in *WEEKLY* might bring it out if you do not know.

J. C. BLAIR.

LITERARY AND TRADE NEWS.

KNIGHT'S "American Mechanical Dictionary" has just been sold by J. B. Ford & Co. to Hurd & Houghton, New-York, the Riverside press, Cambridge. This important work, illustrated by upwards of 5000 engravings, has been carried forward nearly to its completion by the former publishers, who expended over \$70,000 upon it. It has been issuing in parts, which will make in all three royal octavo volumes. The editor is eminent in his profession, and from his long experience at the Patent-Office, is admirably qualified for the work. It is one of those works which are significant of the turn which American minds take.

JANSEN, McCLURG & Co., Chicago, announce for immediate publication a short, fresh, and delightful love story by Mary Murdoch Mason, called "Mae Madden," prefaced by a poem, "A Dream of Italy," by Joaquin Miller. The story is laid in Italy, although the characters are chiefly American.

THE Congregational Publishing Society is going to publish a volume of memoirs of the late Charles Stoddard, the Boston philanthropic merchant, prepared by his daughter. The book, says the *Independent*, will have value as illustrating the affairs of the American Board, with which Mr. Stoddard was long and closely connected.

Two of the important volumes of the year may be expected soon from Jas. R. Osgood & Co.'s—Emerson's new volume, "Letters and Social Aims," and Lowell's "Among My Books; Second Series," which will contain essays on Dante, Wordsworth, Spenser, and other articles.

HURD & HOUGHTON, New-York: The Riverside Press, Cambridge, announce an important book in a translation of Dr. Emil Schürer's "Manual of the History of the New Testament Period." This book, which has attracted much attention in Germany and amongst scholars in this country, gives as no similar work what may be called the historical background of the

New Testament, with the interior life and economy of the Jewish people. The translator is Prof. P. H. Steenstra, of the Episcopal Theological School in Cambridge, one of the translators engaged upon Lange's Commentary.

SOME odd facts, puzzles, questions, answers, etc., have been put into book form by a New-York Sunday-school superintendent in order to teach the children to "search the Scriptures," by illustrating the "Curiosities of the Bible." They are drawn from both Testaments, and are so arranged as to virtually form a biblical history, attracting children by their oddity, and so instructing them. It forms a 12mo volume of three hundred pages (\$1.50), and is published by Mr. E. B. Treat, of this city.

An Eastern bookseller, in sending an order for the Christmas *Literary News*, says: "Nothing but hard work and good advertising will scare away 'hard times'—a bugbear always in sight. Printer's ink, I find, never fails me, even if used in small doses. If trade is good, and the American Board keep prices where they should be, I am in hopes of saving sufficient to give me a yearly subscription to the *News*."

INTERNATIONAL copyright again engages Dr. Holland's attention in the December *Scribner's*. Of Mr. Reade's letters in the *Tribune*, he says: "On behalf of American authorship, we thank him for his unanswerable plea for justice. There is but one side to this question, and he has stated it. . . . There is not a rational argument which sustains the laws of international patent-right that does not apply perfectly to international copyright. We have settled the principle, in our own national legislation, and settled it forever, and the refusal on the part of our Government to accord international copyright amounts to self-stultification and self-condemnation." He hopes that Congress will take the matter up at the coming session, and suggests that the President's message might well ask proper legislation. "There is nothing under heaven," he adds, "that stands in the way of international copyright but a desire to maintain the profitable freedom of stealing."

AMONG the publications in progress or contemplated at the Smithsonian, as mentioned in Prof. Henry's report, are a "complete index to all the species of plants of North-America, with their synonyms and all descriptions and important references to them"; a new and enlarged edition of Schott's "Tables of Rain and Snow in the United States"; a general discussion of the winds of the globe; a discussion of all the observations made on the temperature of this country from the earliest times; and a work on the geographical distribution of our thunder-storms.

ADMIRERS of the poet Shelley will doubtless be interested to learn that C. P. Somerby has nearly ready for issue "Percy Bysshe Shelley, as a Philosopher and Reformer," by Charles Sotheran.

D. APPLETON & Co. have presented to the Public Library at Haverhill, Mass., 450 volumes of their choicest publications, valued at about \$1200.

MESSRS. FRANCIS HART & Co. will publish during December the first part of Mr. Theo. L. de Vinne's work on "The Invention of Printing," which will be issued in five parts of about

a hundred pages each, broad octavo, and will be illustrated with 140 engravings, chiefly "photo-engraved *fac-similes* of early types, woodcuts, statues, portraits, and medals, carefully selected from scarce books or from originals," which, it is claimed, is a greater number of illustrations on this subject than can be found in any other English book. The work is subtitled as "A Collection of Facts and Opinions Descriptive of the Blockbooks of the Fifteenth Century, the Legend of Lourens Janszoon Coster of Haarlem, the Work of John Gutenberg and his Associates." It will deal particularly with the development of the mechanical features of early printing, but is intended to present in a compact form the substance of modern knowledge of early printing. "Beginning with an explanation of the different methods of printing and its earliest form of impressions in clay, it will describe the development of the art from the introduction of playing-cards and image-prints to the invention of the type-mould, and the successful establishment of typography in Germany." In Mr. De Vinne's hands, such a work is sure to prove valuable.

MR. J. D. FREE, Jr., formerly with Wm. Ballantyne, in Washington, has opened a store for himself at No. 1337 F street, opposite the Ebbitt House, where we wish him all success.

ALL but one of the necessary creditors of J. B. Ford & Co. are understood to have signed the proposition for a composition on a basis of 30 per cent, and Isaiah T. Williams, the Register in Bankruptcy, now submits the matter to the United States District Court for confirmation.

MR. HENRY A. SUMNER, well known as of the house of John Church & Co., publishers of music-books, Cincinnati, has established himself, as New-York agent for that house, at C. T. Dillingham's, 678 Broadway.

A TELEGRAPHIC dispatch, dated Boston, states that the creditors of Cutter, Tower & Co., stationers, have found the liabilities to be \$195,000, and the assets, \$89,285, and have agreed to accept 35 per cent in full for their claims.

THERE is hope for American ship-building. A class of sixty-five students has been formed at the United States Naval Academy in Annapolis, to study up the almost forgotten science from Thearle's "Naval Architecture" (Putnam's Advanced Science Series).

At Mr. Bentley's Annual Dinner Sale, at the Albion, London, 10,000 volumes of his favorite novels were sold.

BOOKS WANTED.

DAVID G. FRANCIS, 17 ASTOR PLACE, N. Y.
Audubon's Birds of America, original edition, 4 vols., folio, and text.
Gentleman's Magazine, 1767, 1771, 1780, 1781, 1782, and 1802, part 2.
Southern Literary Messenger, February, 1845, and April and August, 1848.

U. P. JAMES, 177 RACE STREET, CINCINNATI, O.
Beloe's Herodotus, vol. 3, 4th ed., London, 1821.
Baker's Livy, vol. 2, 2d ed., London, 1814.

LOCKWOOD, BROOKS & CO., BOSTON.
Nation, No. 319, August 10, 1871. Will pay 90 c.
H. B. NIMS & CO., TROY, N. Y.

Headley's Washington and his Generals.
Headley's Napoleon and his Marshals.
State price and condition.

F. B. PATTERSON, 32 CEDAR STREET, N. Y.
"Pynnshurst," by Macdonald, published in New-York about 1859.

PORTER & COATES, 822 CHESTNUT STREET, PHILADELPHIA.
Prescott's Philip ad, vol. 3, 8vo, Phillips, Sampson & Co., 1858.

Prescott's Charles 5th, 3 vols., 8vo, Phillips, Sampson & Co., 1859.
Prescott's Miscellanies, 1 vol., 8vo, Harpers, 1845.
Audubon's Ornithological Biog., roy. 8vo, vols. 2 and 4.
U. S. MILITARY POST LIBRARY ASSOCIATION, 58 BROADWAY, N. Y.

Jomini's Napoleon, 3 vols. and Atlas.
Scenes and Adventures in the U. S. Army.
Adventures of the Prisoner of the Border.

B. WESTERMANN & CO., BOX 2306, NEW-YORK.
Sullivant Musci and Hepaticæ of the U. S., east of the Miss. River. New-York, 1856.

T. S. WHITE & CO., ST. PAUL, MINN.
Thackeray's Book of Snobs, Cabinet ed., brown clo.
Thackeray's English Humorists, Cabinet ed., brown clo.
Irving's Grenada, Sunnyside ed., maroon clo.
Irving's Bonnevill, Sunnyside ed., maroon clo.
Irving's Knickerbocker, Sunnyside ed., maroon clo.
Macaulay's England, vol. 6, 12mo, shp.

YOUNG & PORTER, INDIANAPOLIS, IND.
Beverly's Hist. Va., reprint, 1855, cloth.
Butler's Hist. Ky., Cincinnati, 1836, half mor.
Hawley's Hist. N. C., 2 vols., shp., 1850.
Marshall's Hist. Colonies, 8vo, shp., 1824.
Pickett's Hist. Alabama, 2 vols., cloth, 1851.
White's Hist. Collections of Georgia, 8vo, cloth, 1855.
Slater's Virginia (with maps), London.
Magill's Hist. Virginia.
Baker's Hist. Texas.
Lordon's English Surnames.
Coveney's Chronicles Great Britain and Ireland.
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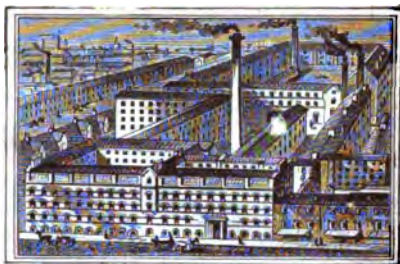
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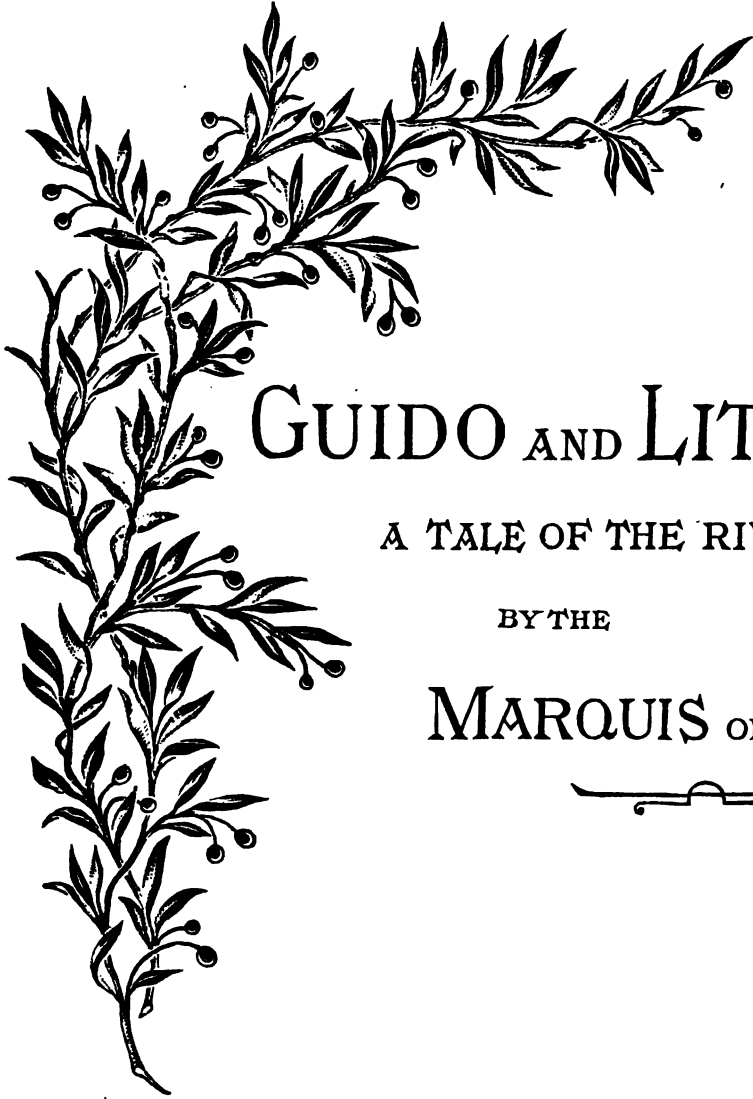
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NOTES IN SEASON.

OUR invoice of Whitaker's English Reference Catalogue was received from the Custom House on Wednesday, and no time has been lost in delivering copies to subscribers. We had expected our copies, for which we entered the order at the very start, weeks ago, and the delay is yet unexplained from the other side. Further orders will be filled at once, from the copies not yet applied for.

MESSRS. GEORGE ROUTLEDGE & SONS will commence in January the publication of a new and complete edition of Charles Lever's works, to be called "The Harry Lorrequer Edition," and to be published in monthly volumes. "Harry Lorrequer" will lead. The new edition will range with the "Knebworth Edition" of Lord Lytton, and with the "Charles Dickens Edition" of Dickens. "Con Cregan," which was originally published without the *imprimatur* of Lever's name, will be included.

WE learn from the *Literary World* that in her new novel, soon to be published by Lee & Shepard, "Sophie May" finds an utterly new field, diametrically different from the country life she has been wont to portray so faithfully. The new book is called "The Asbury Twins," and purports to be written by two twin sisters in alternate chapters. The story opens at their home in Maine; but most of the characters are presently followed to Paris, where the sisters attend school. The book will be very bright and lively.

MATTHEW ARNOLD's new volume, "God and the Bible," which is just ready at Macmillan & Co.'s, is likely to attract much attention. It deals with the criticisms upon his "Literature and the Bible," and accordingly reopens the discussion, which has already excited so lively an interest.

A CHRISTMAS story from Harriet Beecher Stowe can scarcely want for readers, and "Betty's Bright Idea," just ready at J. B. Ford & Co.'s, ought certainly to take.

THE success of such real art-books as "Mabel Martin" is an incentive to putting the best work into publishing. For the best work is sure to tell, as in this case.

AMONG the publications just ready at Hurd & Houghton's, John Burrough's "Winter Sunshine" will take rank as a charming book, with its vigorous sketches of nature as seen on foot, and its happy pictures of old England. Mr. Jarves' "Glimpse at the Art of Japan" presents an interesting exposition of the mysteries of Japanese pictures, with very many samples of that curious art. The letters of the Adamses and Prof. Greene's book on the Germans in the Revolution have a centennial flavor.

Mr. BANCROFT has carefully revised his History for the Centennial Edition to be commenced shortly by Little, Brown & Co., having obtained in forty years much valuable new material, and having devoted to the revision "a solid year of close and undivided application." Every criticism of any importance has received full consideration. Mr. Bancroft is now engaged in the preparation of four supplementary volumes, which will cover the period from the close of the Revolutionary War to the present time, under a division into five epochs.

THE volume of "Foot-notes; or, Walking as a Fine Art," by Alfred Barron, to be published by A. Williams & Co., was written some ten years ago in the old Connecticut town of Wallingford, and excited a lively interest at the time it was going through the press as a serial. The papers give the walks and talks of an enthusiastic pedestrian who made his excursions from Wallingford, and have a delightful flavor, that will be particularly appreciated by lovers of Thoreau.

THOSE who love "Little Classics" piecemeal will love them all the more when they see how pretty a set these little books make. With their prose, poetry, and cunning biographical dictionary, they are a miniature library of English literature, that everybody is likely to break the tenth commandment over.

THE *American Naturalist* has passed into the hands of Messrs. Hurd & Houghton, who will hereafter publish it. The Peabody Institute, Salem, Mass., formerly had charge of it.

THE plates of the following works have been purchased of R. W. Carroll & Co., by Messrs. Chase & Hall, who announce new editions: Mulligan's "Living Pulpit of the Christian Church," "Scheme of Redemption," and "Reason and Revelation;" J. A. Williams' "Life of John Smith;" Isaac Errett's "Walks about Jerusalem," "Talks to Bereans," "Plan of Salvation," and "Our Position."

ALPHABETICAL LIST OF BOOKS JUST PUBLISHED.

The Prices in this List are for cloth lettered, unless otherwise indicated. Imported books are marked with an asterisk; Authors' and Subscription Books, or Books published at net prices, with two asterisks.

- Almanac**.—The Illustrated Catholic Family Almanac for the United States, for the Year of our Lord 1876. Calculated for Different Parallels of Latitude, and adapted for Use throughout the Country. 16°, pp. 118. Pap., 25 c. *Cath. Pub. Soc.*
- The National Centennial Temperance Almanac and Teetotaler's Year Book, for the Year of our Lord 1876. By J. N. Stearns. 16°, pp. 64. Pap., 10 c. *Nat. Temp. Soc.*
- Webster's Calendar, or the Albany Almanac, for the Year of our Lord 1876. 12°. Pap., 10 c. *Munsell.*
- ***Arnold**.—God and the Bible. A Review of Objections to "Literature and Dogma." By Matthew Arnold, author of "Culture and Anarchy," etc. 12°, pp. 444. \$2.50. *Macmillan.*
- Baker**.—Ballads of Beauty. Edited by George M. Baker. Illustr. 4°. \$3.50. *Lee & S.*
- Barrows**.—The Little Pilgrim Question Book, on the International Lessons for 1876. For the Little Folks. By Mrs. William Barrows. 16°, pp. 179. 15 c. *Cong. Pub. Soc.*
- ***Bentley** and Trimen.—Medicinal Plants. Descriptions of the principal Plants employed in Medicine, their Properties and Uses. By Robert Bentley, F.L.S., etc., and Henry Trimen, F.L.S., etc. Part 1. Sm. 4°. Pap., \$2. *Lindsay & B.*
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- Blessed Sacrament**.—Form of Exposition and Benediction of the Blessed Sacrament. Prepared by order of the Ninth Provincial Council of Baltimore. 8°, pp. 22. Pap., 50 c. *Murphy.*
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- Buckley**.—Christians and the Theatre. By Rev. J. M. Buckley. 12°, pp. 156. 80 c. *Nelson & P.*
- Christmas** in Song and Story. By Milton, Longfellow, Tennyson, Thackeray, Dickens, Irving, etc. Illustr. by Doré, Nast, Leech, Birket Foster, and others. Imp. 4°. \$7. *Cockcroft & Co.*
- Clark**.—Notes, Explanatory and Practical, upon the International Sunday-School Lessons for the Year 1876. By Rev. Rufus W. Clark, D.D. 16°, pp. 177. \$1. *Dodd & M.*
- Deslonde**.—The Miller of Silcott Mill. By Mrs. Marie Darrington Deslonde. 12°. \$1.75. *Carleton.*
- Dix**.—The American State and American Statesmen. By William Giles Dix. 12°. \$1.50. *Estes & L.*
- Dyer**.—Hoofs and Claws; or, Mrs. Burton's Policy. By Rev. Sidney Dyer, A.M. 16°, pp. 363. \$1.50. *Am. Bap. Pub. Soc.*
- ***Fox**.—Atlas of Skin Diseases. A Series of colored Illustrations, with Text and Notes upon Treatment. By Tilbury Fox, M.D., etc. Part 1. 4°. Pap., \$2. *Lindsay & B.*
- From Heaven to New-York**; or, the Good Hearts and the Brown-Stone Fronts. By the Author of "Erring yet Noble." 12°. Pap., 50 c. *Mur. Hill Pub. Co.*
- Gardner**.—Mehetabel. A Story of the Revolution. By Mrs. H. C. Gardner. 18°, pp. 372. \$1.25. *Nelson & P.*
- Gildersleeve**.—A Latin Primer, introductory to Gildersleeve's Latin Series. By B. L. Gildersleeve, Ph.D., LL.D. 12°, pp. 192. 90 c. *Univ. Pub. Co.*
- Latin Reader. By B. L. Gildersleeve, Ph.D., LL.D. 12°, pp. 190. \$1. *Univ. Pub. Co.*
- Gordon**.—History of the Second Mass. Regiment of Infantry. Third Paper. Delivered by George H. Gordon, Major-Gen. of Volunteers and Colonel Second Mass. Regiment of Infantry in the late War, at the annual Meeting of the Second Mass. Infantry Association, on May 11th, 1875. 8°, pp. viii, 231. \$2. *J. Williams.*
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RESOLVED, That this Convention recognize the PUBLISHERS' WEEKLY as the established organ of the entire trade, and recommend it to publishers as the medium through which they should make their "first announcement" of books they propose to publish, and the full title of all books immediately on publication.—AMERICAN BOOK TRADE ASSOCIATION.

A. S. BARNES & CO., New-York.

The Memoirs of Rev. Charles G. Finney. Written by Himself. With portrait. Edited by President Fairchild.

BOERICKE & TAPPEL, New-York.

Diseases of the Ear, by Henry C. Houghton, M.D.

T. J. BROWN, EAGER & CO., Toledo, O.

Home Cook-Book. By the Ladies of Toledo. Benefit Orphan's Home and Home for Friendless Women. 12*, pp. 250. \$1.50. (Dec. 20.)

OLAXTON, REMSEN & HAFELFINGER, Phila.

Plain Directions for Accidents, Emergencies, and Poisons, and Care of the Sick. *Enl. ed.* By a Fellow of the Coll. of Physicians of Philadelphia. One Hundredth Thousand.

E. H. CUSHING, Houston, Texas.

Texas Reports. 42d vol. Terrell and Walker, Reporters. \$7.50. (January.)

Texas Reports. Vol. 12. *New ed.* Annotated by John Sayles. \$7.50.

DODD & MEAD, New-York.

Life of George Washington. By Rev. J. S. C. Abbott. (Am. Pioneers and Patriots.)

W. F. DRAPER, Andover, Mass.

A New Edition of A Harmony of the New Testament in Greek, with an Appendix on the Principles of Textual Criticism. By Prof. Frederic Gardiner, D.D. 8°. \$3.

Principles of Textual Criticism, with a Table representing the parts of the Text contained in each of the Greek Uncials. 8°. 75 c.; pap., 50 c.

A Commentary on the Psalms. By Canon J. J. Stewart Perowne, D.D. 2 vols. 8°.

HURD & HOUGHTON, New-York.

Manual of the History of the New Testament Period. By Dr. Emil Schürer. Transl. by Prof. P. H. Steenstra.

KAY & BROTHER, Philadelphia.

The Law of Agency and Agents. By Francis Wharton, LL.D. 8°.

LEE & SHEPARD, Boston.

The Reading Club. No. 3. Edited by George M. Baker. Containing Choice Selections in Prose and Poetry. Uniform with Nos. 1 and 2. 50c.

LINDSAY & BLAKISTON, Philadelphia.

(January 1, 1876.)

On Inhalation. By J. Solis Cohen, M.D. 8°.

Lectures on Bright's Diseases. By D. Campbell Black, M.D., etc.

O. P. SOMERBY, New-York.

Percy Bysshe Shelley, as a Philosopher and Reformer. By Charles Sotheman.

RECENT ENGLISH PUBLICATIONS.

Adams, F.—The Free School System of the United States. 8°. Chapman & Hall.....9s.

Balmes, Rev. J.—Letters to a Sceptic on Religious Matters. Post 8°. Simpkin.....6s.

Burton, Capt.—Ultima Thule; or, A Summer in Iceland. Illustr. 2 vols. 8°. Nimmo.....£1 12s.

Burton, R. F.—Two Trips to Gorilla Land. 2 vols. 8°. Low.....£1 8s.

Canova, A.—Works of, in Sculpture and Modelling. 4°. Chatto & Windus.....£1 11s. 6d.

Chambers, G. F.—Digest of Law Relating to Public Health. Roy. 8°. Stevens & Sons.....18s.

Cooke, M. C.—Mycographia: Figures of Fungi. Part 1. Col. plates. Imp. 8°. Williams & Norg.....12s. 6s.

Creagh, J.—Over the Borders of Christendom and Eschamah. 2 vols. Post 8°. S. Tinsley.....£1 5s.

Curley, E. A.—Nebraska: Its Advantages, etc. Illustr. 8°. Low.....12s.

Davis, J. E.—Labor Laws. 8°. Butterworths.....12s.

Dixon, W. H.—The White Conquest. 2 vols. 8°. Chatto & Windus.....£1 10s.

Hougall, J. D.—Shooting: Its Appliances, etc. Post 8°. Low.....10s. 6d.

Fraser, H.—Handy Book of Ornamental Conifers, etc. Post 8°. Blackwood & Sons.....6s.

Gallenga, A.—Italy Revisited. 2 vols. 8°. S. Tinsley.....£1 10s.

Garvagh, Lord.—The Pilgrim of Scandinavia. Post 8°. Low.....10s.

Guthrie, J. C.—The Vale of Strathmore, its Scenes and Legends. Post 8°. Hamilton.....7s. 6d.

Hartley, W. N.—Air, and its Relations to Life: Lectures. 12°. Longmans.....6s.

Howson, J. S.—The River Dee: Its Aspect and History. Illustr. 4°. Virtue.....£1 1s.

Laird, E. K.—Rambles of a Globe Trotter. Illustr. 2 vols. 8°. Chapman & Hall.....£1 12s.

Mundy, W. W.—Canton and the Bogue. Post 8°. S. Tinsley.....7s. 6d.

Noble, J.—Descriptive Handbook of Cape Colony. Map and Illustr. Post 8°. Stanford.....10s. 6d.

Oliver, Rev. G.—The Discrepancies of Freemasonry. Cr. 8°. J. Hogg.....7s. 6d.

—The Pythagorean Triangle. Cr. 8°. J. Hogg.....6s.

Read, S.—Leaves from a Sketch-Book. 4°. Low.....£1 5s.

Sayce, Rev. A. H.—*Elementary Grammar of Assyrian Language.* 4°. Bagster.....9s.
Smith, G.—*Assyrian Eponym Canon.* 8°. Bagster...9s.
Stoughton, J.—*Homes and Haunts of Luther.* Illustr. 4°. Rel. Tract Society.....8s.
Stuart, Prince Charles.—*Life and Times of.* By A. C. Ewald. 2 vols. 8°. Chapman & Hall.....21 8s.

Watson, W. S.—*Diseases of the Nose and its Accessory Cavities.* 8°. Lewis.....18s.
Wilson, E.—*Lectures on Dermatology.* 8°. Churchill. 10s. 6d.
Wood, S.—*The New Curiosum Urbis.* Post 8°. Cook. 6s.
Wordsworth, W.—*Prose Works.* Ed. by Rev. A. B. Grosart. 3 vols. 8°. Moxon.....22 2s.
Wylie, Rev. J. A.—*The History of Protestantism.* Illustr. Vol. 1. 4°. Cassell.....9s.

The Underselling Shops.

DURING the rush of custom at holiday times, there are usually opened in the principal cities establishments under such fine names as the "Importers' and Manufacturers' Depots," which throw out flaming placards, advertising the peculiar facilities which their capitalists have for buying goods cheaper than anybody else, and which show a considerable stock of toys, games, fancy goods, and books. They undersell regular dealers in all these lines. Their proprietors are usually unknown speculators, who buy auction goods or dead stock, and take their chances of getting rid of it by New Year's. Sometimes such stores confine their attention to books alone. Two other cases are just now "worrying" the retail dealers in New-York: one, a sale chiefly of old trade-sale stock, with lines of poets and standards not sold very much in the regular trade—virtually a "dead stock" case; the other the *bona-fide* clearing-out sale of Messrs. Sheldon & Co., in closing their retail business, a sale which is similar to the results of a failure in business. Then there are the regular undersellers, some of whom have not yet been headed off, although things are working to that end, and, lastly, the dollar stores.

Now, all this is of course discouraging, and some persons are ready to cry out that the reform is a failure. We should not say that the movement had been a failure, even if it were never mentioned again from now till Doomsday, for it has already opened the eyes of wholesalers and retailers alike throughout the country to the true methods of doing business, and the necessity of standing by regular prices and the regular trade. The country is already much better off for the reform.

But this class of complainers are expecting too much. The work of the trade organizations, to be sure and safe, must necessarily be slow. They have done much so far, but there is much left for them to do, which will be done if individual dealers simply, each man for himself, stand by their colors in the mean time. For every profitless sale they have lost, by the restrictions they have voluntarily put themselves under, they have twice and thrice made up by

the improvement, directly and indirectly, in their trade.

We wish to say to any of the impatient, first, that the kind of underselling noted above does not, after all, hurt them so much as they at first think; secondly, that a portion of it can never be stopped at all, but must be suffered by the book trade, in common with other classes of trades. Until the millennium comes with a device to prevent people being unsuccessful in business, better than our present admirable "platform," people will continue to fail, or to become honestly embarrassed, and their goods be thrown on the market. Such unfortunate occurrences as these every trade must stand, and we have only to point out, in this as in many cases, the danger of trying to make any rule do too much, and of breaking it by the tension. The logic of events is a factor in every movement.

But, to return, these stores do not do a great deal of harm. It was the cut-throat competition in the regular trade that hurt. These shops are stocked chiefly with cheap English goods, lines of poets and Robinson Crusoes that the trade has tired of, and dead stuff that the publisher is rightly glad to get rid of at any price. So far as we can judge, these English goods, and the lines of poets at enormous discounts, will gradually come to be known as undersold goods, and so handled, and if the publisher has any desire to cultivate the regular trade, his indirect encouragement of underselling will have its logical outcome in the avoidance by the regular trade of this dollar-store stock. The publishers are generally falling in with the idea that they can not sell the same line of goods for underselling and to the regular trade, and this is the great point gained. The dollar stores and "depots" may lie about retail prices, and sell their "bargains" to the crowd that throng them, but the regular dealer still offers the advantage of an assortment of books which they can not sell, fine bindings, a choice of editions, intelligent assistance to the book-buyer, and a reputation for honesty; and if he can't hold his own under those conditions, why, nothing can save him from going to the wall, and he might as well go at once. If, instead of grumbling about trade going to other shops,

when in fact there is in a dull year no trade to go, each would stand stoutly by his own work, there would be less complaint and less need for it,

A REPLY from President Randolph in the *Observer* of this week, copied elsewhere, makes some strong points against the letter we reprinted in our last issue.

A WESTERN dealer, who recently brought an underselling case before the member of the Arbitration Committee at Chicago, incloses to us a reply from the latter in which he conveys the impression that the retail price agreement allows 20 per cent to everybody, and adds "if there is any rule that any two persons can understand alike, I do not know it." The member does not seem to have read the rule on which his committee's work is based, or else he has overlooked the fact that the rule was modified at Niagara to eliminate this very misunderstanding from it as adopted at Put-in Bay.

A CORRESPONDENT inquires whether the 20 per cent rule does not cover the case of magazine clubbing, so as to prevent a house standing by the agreement, from offering its own periodicals in combination at reduced prices. It seems to us this would be stretching the rule a good ways; certainly it would be impracticable to attempt it. The business basis of the reform in books is simply the fact that the publishers can't profitably both sell through the retail trade and cultivate trade outside of it, wherefore they prefer to support the retail trade. If publishers of periodicals prefer to reach the public directly, as many of them do, there is nothing to say, unless the trade can make it profitable to them to come over to the other system.

'The Book Trade Combination.'

(From the New-York *Observer*.)

It is not to be expected that the *Observer* can spare space for a protracted discussion of the Book Trade Reform, but some of its editors are authors as well as editors, and the question is one of interest to all intelligent readers. I therefore crave indulgence to reply to a communication in your issue of the 25th ult., and which you state to be from a publisher and an author. It has had my respectful and careful attention, although it is evident that the writer's connection is with the press, and not with the trade, for as a book publisher he would be entitled always to buy at the trade discount.

The writer's fundamental error is his comparison of the book trade with other manufacturing and traffics. This the very nature of the

business forbids. To the masses of the people miscellaneous books are luxuries and of limited consumption. All persons must have food and clothing. A town of 3000 inhabitants may be satisfied with a few school-books, kept in a dingy store, and yet profitably support three or four establishments for the sale of food and general merchandise. At these places the main staples of consumption, in ordinary quantities, vary but little from the prices of the great centres, while the average profits of all the reputable dealers are about the same. Should any of them desire to close out the unsalable or surplus stock, this can readily be done, without any very serious loss upon the original cost, for the consumers are always needy and abundant. Now, the depreciation in book stock is vastly greater than that of any other "merchandise," and a forced sale, if it can be made, owing to the limited number of consumers, must always result in great loss. There is nothing so dead as a dead book, unless it be an old newspaper or magazine, and the mere offering of it at a very low price will not at once secure a customer. Any one could readily buy to-day of dealers and publishers in this city, tens of thousands of volumes at a discount of 75 per cent from the published prices.

It may be a mistaken policy, but a retail price for the book and the newspaper has always been fixed by the publisher, and probably always will be, for the simple reason that the business can not be managed in any other way. You fix a selling price for your paper to the subscriber, and have at one time offered a percentage for new subscribers. I fix a selling price for my book to the private buyer, and another for the trade. The great majority of the publishers sell the books of other publishers as well as their own, and the profit needed by the publisher, as well as the dealer, to secure a fair remuneration, is an ascertainable quantity, based on experience, as stated in my first letter, and I venture the assertion that every publishing or bookselling house that has assumed to prosecute its business on any other rate of profit has, sooner or later, met with misfortunes or dire disaster. The history of the trade in this country will furnish more than enough of such examples. Several persons within my recollection have assumed to furnish as good a religious journal as yours for one third less money, and have failed hopelessly; and scores upon scores of dealers in books have perished in the attempt to live on such a percentage of profit as your correspondent names.

His statement that two or three weeks will settle the salable quality of a book, does not accord with my experience. The sale of a book is largely dependent on circumstances over which the dealer has no control, and yet he must buy the book, notwithstanding the fact that the public taste, interest, or opinion is very fickle and precarious. Authors will persist in writing books, and publishers in printing them, and what will please one buyer does not interest another; and the bookseller's counter is after all the only place where the author can be fully presented to the reader. So, too, the sale of one book leads to the sale of another copy of the same, and it is often months before the real sale of a new book begins. The variety of tastes creates the great variety in books, and the dealer who fully understands his business

knows that if he does not keep up his stock, even in the absence of an immediate call for certain publications, he will soon be without customers for either new or old. And here is the point of cost as well as loss in the conduct of the business. Your correspondent would expect to find on my shelves a copy of the Englishman's Hebrew Concordance, and he would; and yet not a copy has been sold in six months, but *may* be sold to-morrow, only to be replaced, perhaps to be held again for six months, and in either case disposed of at a very moderate profit. And so every well-appointed bookstore is obliged to carry thousands of dollars in a stock, not of dead books, but of slow books, and thus anticipate the higher wants of the public; while in every such store there may unfortunately also be found a supply of depreciated stock which the dealer would be glad to sell at any price the buyer might be pleased to offer.

I cordially agree with your correspondent that there are "ruts in the trade," and that "quality and salableness are too much lost sight of." But who shall decide for us? Certainly I never published or bought a book which I thought would not sell. Yet, alas! how many have I both published and bought that did not. The author failed to please, the buyers did not buy! I am safe in saying that not one miscellaneous book in four published ever pays an *actual* profit to the publisher, for the reason that the sale does not reach a remunerative number. Reduction in price at the outset would be of little use. If the book at a fair price will not strike of itself, it is seldom that the publisher can make it. The first thousand copies published rarely, if ever, cover the cost of the stereotype plates. This is distributed over supposed editions of from 2000 to 5000 copies, and when a sale is limited to only 1000 copies, while the dealers may dispose of those they have purchased at a profit, the publisher has incurred a positive loss.

Your correspondent truly says that "the middle man" (in this case the *dealer*) "is the best judge of what profit he can live on;" and it is this very class all over the country which has declared that the maintenance of the retail price, after excepting the classes of privileged buyers, is indispensable to his success. As I have before said, this reform movement did not originate with the *publishers*, but with the *dealers*, who are the experts and sufferers in the case.

Will you permit me to add that no class in the community has a deeper or more vital interest in this reform movement than the authors. Their prosperity can not be attempted or assured without the active co-operation of the book-seller. When your correspondent has written and published a book, it is of the highest importance to him that it be placed on the booksellers' shelves in all parts of the land. It can not be kept there if it does not pay the seller a living profit, and every underseller of other than dead or dying stock, by breaking retail prices, lessens the consumption of good books, by lessening the ability of the legitimate dealer to keep up his assortment.

It may be well to add, to prevent misapprehension, that under the rules of the Association a maximum discount of 20 per cent from the retail price is still allowed to public libraries, including circulating and Sunday-school

libraries, clergymen and professional teachers, professional books to professional buyers, and large buyers outside the trade.

Yours very truly,
A. D. F. RANDOLPH.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

From a Clergyman and Librarian

A LIBRARIAN in New-Jersey, who is also a clergyman, speaks of the WEEKLY as "the most valuable and useful publication of the kind for our purposes of any we receive;" he urges the publication in a volume of the *Evening Post's* "very interesting articles on the 'Bookmakers.'" He expresses full and hearty sympathy with the reform movement, and advocates cutting off *all* discounts to professional men as such; *all* except to the regular trade and to libraries, who do not buy for their personal profit, but for the public. "I am a clergyman, and I know no reason why I should not pay the same as my parishioner. We may be standing at the same counter and buying the same book, and it is very embarrassing for me to ask a discount that is not granted to him. It makes me ashamed to do it. It makes my neighbor feel that he is unfairly dealt by, and the bookseller ashamed of doing what seems, and is, an unfair thing to his other customer. I have often paid the full price for a book rather than condescend to this species of official begging. Reduce the retail price somewhat and make it up by *treating all alike*. Many, if not most honorable professional men, will approve and sustain the Association in wiping out these unworthy distinctions, which are so embarrassing to *all* parties.

"I am also a librarian, and would most cheerfully sustain the 20 per cent rule, and be perfectly satisfied, if you *treat all alike*. That is the *only safe and honorable ground*." M. B."

[We may state that the question of the publication of the *Post* articles in a volume was considered by that journal, but that it was decided to leave the matter with the author, Mr. J. W. Bartlett, now of 949 K Street, Washington. We should be glad if he could receive sufficient encouragement to print, but, as a rule, the call for such articles in volume form is not sufficient to justify their collection.—Ed.]

THE life of John Locke, by Mr. H. R. Fox-Bourne, which is now completed, will be published early next year. The editor has discovered the original manuscripts of several short treatises written by the philosopher but never published, among them, "An Essay Concerning Toleration," penned fourteen years before the first of Locke's famous "Letters on Toleration," and many interesting medical notes.

BOOKS RECEIVED.

GUIDO AND LITA: A Tale of the Riviera, by the Marquis of Lorne. (Macmillan & Co.) Although this literary effort of a close connection of royalty has not met with universal commendation from the English press, it strikes us as an unusually charming and pleasing story in verse, probably from comparison with the many abortive poetical ventures it is our misfortune to be obliged to scan in the course of our work. It is a simple, interesting story, utterly devoid of eccentricity, either in its subject or rhyme; nevertheless full of music in its versification, and bearing every evidence of the culture and refinement of its author. Square 12mo, cloth, \$1.50.

RODERICK HUDSON, by Henry James, Jr. (James R. Osgood & Co.) The readers of the *Atlantic* enjoyed this story through successive numbers of that magazine. It is a story to be taken just in that way—by instalments—having too little plot, and being almost too diffuse to create any particular excitement in the mind of the ordinary novel-reader. As a transcript of art-life in Rome, the book is exceedingly interesting to cultivated minds; it presents besides some keen analysis of character, and some vivid description of places and scenery. 12mo, cloth, \$2.

GRAZIELLA, translated from the French of Lamartine, by James B. Runnion. (Jansen, McClurg & Co.) The charming grace and simplicity of this "story of Italian love," a leaf from Lamartine's own youthful experience, must recommend it to all. The beauty and purity of the story have made it a classic in the French language; in its English dress, it has lost nothing of the rare elegance and felicity of expression which mark Lamartine's style. It is gotten up very handsomely, and will serve admirably at this season for a presentation book. It is printed on tinted paper, in red lines, with gilt edges, and tastefully bound. Sq. 16mo, cloth, \$2.

AN ISLAND PEARL, by B. L. Farjeon. (Harper & Brothers.) The story of the love and domestic life of "Amos Beecroft, Mariner." A simple tale of the sea and a woman's supposed treachery; containing some very fine delineations of character, and a graphic picture of shipwreck and life on a desert island. 8vo, paper, 35 cents.

OFF THE ROLL, by Katherine King. (Harper & Brothers.) This is a story of mistaken identity, worked out in quite a new and novel way. The scene of the story is laid in Canada, the male actors in it all being officers in "Her Majesty's Regiment." 8vo, paper, 75 cents.

THE LOVES OF A LAWYER, by Andrew Shuman. (W. B. Keen, Cooke & Co.) The unfortunate hero of this moving tale is in love with two women at once. He puts his heart to the test in every possible manner to find out which one he loves best, but can throw no light on his feelings. A combination of circumstances brings about his marriage with one of the young ladies—but he is no sooner married than he discovers she is the wrong one. Fortunately, however, after a brief married life, she dies, and he is enabled to marry the other one and put an end to his perplexities. 16mo, cloth, red edges, \$1.

CHERRY, THE SINGER, by Mrs. S. B. C. Samuels. (Edward A. Samuels.) The author tells us this story is founded on fact, little Cherry being a real child, whose rare, sweet voice the public will have an opportunity of hearing in a few years. In the history of "Jamie," the companion of her wanderings, the sad story of Charles Ross is reproduced, with a happy ending, however—"Jamie" being finally restored to his parents. 12mo, cloth, \$1.

THE CHEVALIER CASSE-COU, by Fortuné Du Boisgobey. Part I. **THE RED CAMELIA,** translated from the French by Thomas Picton. (R. M. De Witt.) The above story is divided into two parts, the first of which, under the name of "The Red Camelia," is now presented. The hero, Chevalier Casse-Cou, is a modern Don Quixote, who accidentally discovers at the end of a performance at the Grand Opera, in Paris, a young and beautiful woman lying dead in a private box. To find out her murderer is the sole object of his life, his search leading him into the most out-of-the-way parts of Paris. The plot is very intricate, and the story highly sensational, but well written, and full of interest. 12mo, paper, \$1.

TWICE-TOLD TALES, by Nathaniel Hawthorne. (James R. Osgood & Co.) The latest addition to the new popular edition of Hawthorne's works the Osgoods are publishing. A beautiful little edition, uniform with "Little Classics." 2 vols. \$1.25 each.

CHAPTERS ON SCHOOL SUPERVISION, by William H. Payne, M.A. (Wilson, Hinkle & Co.) This is a record of personal experience in teaching by the superintendent of the public schools of Adrian, Mich., and is offered as a contribution to the practical literature of teaching. It contains treatises on the superintendents' powers and general duties, on the art of grading schools, on examinations, on reports, records, blanks, etc. It will be found rich in suggestions and practical advice. 12mo, cloth, \$1.25.

NOTES ON THE INTERNATIONAL SUNDAY-SCHOOL LESSONS FOR 1876, by Rev. Rufus W. Clark, D.D. (Dodd & Mead.) These notes embrace the lessons for every Sunday in the year, and are designed to aid both teachers and scholars in the study of the Bible. They are both explanatory and practical, and condensed, clear, and accurate. 12mo, cloth, \$1.

RELATIONS OF CIVIL LAW TO CHURCH POLITY, DISCIPLINE, AND PROPERTY, by Hon. William Strong, LL.D. (Dodd & Mead.) Two lectures delivered before the Union Theological Seminary, in New-York, during the winter of 1874-75. The title fully explains the matter treated of. 12mo, cloth, \$1.25.

SONGS OF THREE CENTURIES, edited by John Greenleaf Whittier. (James R. Osgood & Co.) Mr. Whittier has been exceedingly happy in his choice of poems for this very beautiful volume. It is a very welcome and desirable addition to the presentation books of the season, and will no doubt meet with full appreciation. It is more especially devoted to our own poets of to-day than any volume of a similar sort in the market; they receive the most ample representation, the very largest division of the work containing characteristic songs and sonnets of almost every American poet of any fame at all. The work is divided

into three parts, "From Shakespeare to Milton," "From Dryden to Burns," "From Wordsworth to Longfellow," each era being richly illustrated by specimen songs. Sq. 12mo, cloth, \$3.50.

EXPOSITION AND BENEDICTION OF THE BLESSED SACRAMENT. (John Murphy & Co.) A thin pamphlet of instructions for the Catholic priesthood in the administration of the Blessed Sacrament. 50 cents.

A LATIN PRIMER, by B. L. Gildersleeve. (University Publishing Co.) This primer is intended to be preparatory to the other volumes of Gildersleeve's Latin Series. It contains elementary forms of the introductory portions of his Grammar, Reader, and Exercise Book, so that in taking up these books the pupil will find the first parts of them only a review of what he has already learned. The method of this little work offers great facilities to the young pupil. 12mo, cloth, 90 cents.

The School-Book Question.

MR. JOHN R. NUNEMACHER, of New-Albany, Ind., has been distributing "a few impertinent remarks" on the question of introducing school-books and teachers' reductions, in which he makes several good points. He says:

The practices of school-book publishers, in introducing their books by other means than those afforded by the retail trade, have converted school-teachers into active rivals of the retail booksellers, and in many cases they have in this way wholly destroyed the retail prices of their school-books. Many school-teachers, within my range of observation, seem to take more interest in the *prices* of school-books than in their *contents*. They are always on the look-out for a new book to take the place of one that has been heretofore used in their schools. To many of them the school-book is not so much a good tool, that is put into their hands to be used in doing the educational work of their schools, as it is a matter of merchandise, on which they may make a pecuniary profit. We well know that it is not the interest of the retail booksellers to influence such unnecessary changes in text-books, because they have to meet the complaints of the victimized parents, without any compensatory gain in any shape, while the teachers escape scot free, and the publisher [innocent soul] deludes himself with the idea that he has achieved another conquest by the introduction of his book—little dreaming that the teacher will find it equally to his interest to dislodge his book in favor of the very first new book of the same character that happens to claim his attention. As an extreme case, I would mention that a certain teacher, within my knowledge, introduced and used in his school four text-books on the same subject during a single session, and the parent, who mentioned the fact to me further said that the new books which he had been required to buy for his children had cost him more than twice the amount paid for their tuition.

The principal of another literary institution, within my range of trade, has worked matters to such a high point of perfection that he will not use any book that can be bought in the bookstores of his town, if he can avoid doing

so without making his purpose apparent; thus compelling all his pupils to buy their school-books of him. There is no chance for competition with him in prices, for as soon as he learns that any of the booksellers have obtained supplies of the new book that he has adopted, it is in his power to make another change, by which the tradesman finds his books wholly useless to him.

* * * * *

The difference between the wholesale price and the retail price of a school-book should be the legitimate gain of the bookseller. If this difference is out of due proportion to the intrinsic value of the book, it should be reduced—but it should be reduced to all alike. . . . If our school-books are worth their retail prices, when we sell them we should obtain their retail prices in full. If they are *not* worth their retail prices, then the prices should be lessened to all *persons alike* who buy at retail.

Library Statistics

It should certainly be a subject of very deep regret that the only substitute we have for any attempt at a general annual collection of library statistics should be the little space the Commissioner of Education can give the subject in his annual report. For this little however, we are duly thankful, holding it as a promise of the time when means shall be found to collect and digest the larger mass of materials which could be made of so much use. The department certainly deserves credit for the care and accuracy shown in what little work they have been able to do in this direction.

From the report for 1874, now just published, it appears that the number of libraries reported in 1870 was 152; in 1871, 180; in 1872, 251; in 1873, 351. In this report for 1874, information is presented in regard to 340 libraries, embracing 1,091,590 volumes, 88,740 pamphlets, and 11,545 manuscripts, concerning which no detailed statistics have been previously given in the reports, and 336 libraries which furnished detailed statistics in 1872 or 1873. The number of volumes in these libraries is 4,663,166; the number of pamphlets, 764,944; the increase in books during the last fiscal year was 299,767, and in pamphlets, 88,423. In addition to these, there are some 300 college libraries, the aggregate number of volumes in which is 1,830,455; in 158 of these there are society libraries numbering 406,144 volumes, and in such schools of medicine as have reported, there are 66,611 volumes in the libraries for consultation.

The Commissioner alludes to a work now in preparation, and soon to be issued by the Bureau, showing the historical development of libraries in the United States, their classification, management, growth, and circulation, and presenting as full and accurate statistics of all public libraries as can be gathered. The Centennial Commission, recognizing the importance of library work as a part of the educational representation at the Centennial Exhibition, has designated it as a separate class.

A FAC-SIMILE of the first issue of Walton's "Compleat Angler" is to be published in England.

Library and Bibliographical Notes.

THE Boston Public Library is about to make a proposal to Congress which will secure to the Government, at the mere cost of printing, a topical index of the United States documents from the XVIIth Congress to the present time. The index down to 1866 was printed by the City of Boston, and the supplement, bringing it down to date, has been prepared by the Library. The earlier portions are to be reprinted with fuller references, the whole making a volume of 200 pages. The memorial of the Board of Trustees asks that Congress will either make an appropriation to print the whole work, or to purchase enough copies to sustain them in this expenditure; otherwise the catalogue must remain in manuscript, and necessarily be accessible only to visitors of the library.

THE Italian Government assists by subsidies in the establishment of popular (as distinguished from public) libraries. By a recent order of the Minister of Public Instruction, hereafter no moneys will be given for the acquisition of books, but at discretion the books themselves will be furnished according to the locality and the prosperity of each institution.

PERSONAL MENTION.

THE *Christian Union*, in calling particular attention to the publications of Mr. Meyer, says of him, "He has endeavored to encourage a higher taste by publishing only the better class of music. His specialties are series entitled 'Golden Treasury of Piano Lyrics,' 'Golden Treasury of Vocal Lyrics,' 'Little Gems for the Piano,' and 'Lays of Sweden and Finland.' All of these series are selected with great discrimination and taste. Such of his publications as we have examined have impressed us that Mr. Meyer has a genuine missionary spirit, and is ready to sacrifice mere temporary success that he may promote a more elevated and refined taste. His highest reward may be deferred for a little while, but it must surely come."

LITERARY AND TRADE NEWS.

WE have to make one or two corrections and notices of omissions in the Christmas number, for most of which, however, the lateness of the publishers' advertisements is to be cited in defence. We took every pains to be both correct and complete, both in our editorial notices and our lists. This, however, does not excuse us for calling Mr. Joseph H. Coates in one place John and in another James, especially when he informs us that he is quite content with being Joseph. Messrs. Ford's information came too late to be used in these departments, but we are quite sure the trade did not overlook Mrs. Stowe's Christmas story, "Betty's Bright Idea." Dodd & Mead's volume on "The Sacred Tabernacle of the Hebrews," a book interesting to all clerical scholars and Sunday-school teachers, was also omitted. Mr. Gill, it will be noted, changed some of his titles and prices; the book first announced as "Many Treasures," and so noticed, is called "Golden Treasures of Poetry, Romance, and Art," and its price is \$3.

BOOKSELLERS should note one or two recent changes in prices. The price of Maine's "Early History of Institutions" and "Ancient Law" (Holt) has been raised from \$3 to \$3.50 per volume. The price of "Stories from the Lips of the Teacher Retold" (Putnam's) is \$1, and not \$1.50, as reported last week.

GEORGE P. PUTNAM'S SONS, says the *Tribune*, have lately had several letters in pleasant recognition of American publishing from English authors, whose books they had reprinted under voluntary royalty. Dr. Fothergill speaks of the American edition of his "Maintenance of Health" as "one of the prettiest books I have ever seen, leaving nothing to be desired," and he concludes, "I am afraid, in the present vexed condition of no international copyright, American publishers and English authors can scarcely be expected to be profuse in their expressions of amity; and I intend to publish in America, to start with, for the future." Mr. Andrew Wilson, author of "The Abode of Snow," writing in the same vein, adds: "I hardly regret that your proposal for an American preface did not reach me in time, when I see how delicately, how considerately, and at how much risk to the sale of your edition, the circumstances of the republication have been explained in the note which you have prefixed to that beautiful edition."

MR. T. WHITTAKER has in press the report of the Bonn Conference, held on August 10th and following days between the Old Catholics, the Evangelical Church of Germany, clergy and members of the Church of England, representatives of the Protestant Episcopal Church in America, bishops, clergy, and professors in the Oriental Churches, and representatives of other Christian bodies. It is translated by the Rev. Professor Buel, of the General Theological Seminary, with a preface by the Rev. R. J. Nevin, D.D., rector of St. Paul's Church, Rome, Italy.

CLAXTON, REMSEN & HAFFELFINGER have about ready an enlarged edition of their "Plain Directions for Accidents, Emergencies, and Poisons," the need and usefulness of which in the care of the sick has been attested in the wide sale of the former edition. It is prepared by a Philadelphia physician, and is suitable for both hospital and family use. A new novel by Charlotte Walsingham, "O'er Moor and Sea," is also promised for speedy publication.

MESSRS. J. B. LIPPINCOTT & Co. have published a forty-page illustrated Holiday Catalogue of their own books, which will be useful in the trade.

"THE Manuscript Manual," of the Authors' Publishing Company, furnishes many excellent hints to young writers (and some old ones), and should be sought by those who desire information on writing.

THE American News Company announce that with the new year *The American Booksellers' Guide* will be issued semi-monthly as *The American Bookseller*, at the price of \$1 per annum.

THE Woman's Centennial Committee of Cambridge, Mass., is soon to publish a book, intended to put the reader as nearly as possible in the place of a resident of Cambridge in 1776. To accomplish this, the history of the town and its college will be given in outline

from the beginning of both to the year mentioned. The houses then existing, which still remain, will be described and illustrated. A diary will give a correct idea of the lively events in town from the Battle of Lexington to the Declaration of Independence.

We have the card of a dealer in a good-sized place in Virginia, which gives his business as "dealer in wall-papers, window-shades, blinds, curtains, cornices, pictures, picture-frames, books, blank-books, stationery, music, fancy-goods, etc.," the books, etc., being in modest type at the bottom, while the wall-papers stare one out of countenance. Since the reform started, he has printed "Bookseller and Stationer" on the back, in the biggest kind of red letters, and he expresses himself as only too glad to return to that as his main business.

A TRANSLATION of the entire works of Proudhon is contemplated by Benj. R. Tucker of Princeton, Mass. The first volume is promised for immediate publication: "What is Property; or, an Inquiry into the Principle of Right and of Government."

A "STUDENT'S Manual of English Literature," for use in Roman Catholic colleges, has been prepared by the Rev. O. L. Jenkins, A.M., who has been president of several such institutions, for publication by John Murphy & Co., Baltimore. The author's aim is to provide a text-book that shall show that the revival of letters is to be attributed not to the Reformation, but to the Church itself, and otherwise give her credit for the progress of culture.

MR. JAMES APPLETON MORGAN replies in the *Arcadian*, of December 4th, to the severe review of his "Law of Literature" printed in the *Tribune* over the initials of Mr. E. S. Drone.

We have received the following new music from Mr. Matthias Gray, San Francisco: "La Jolie Parfumeuse Waltz;" "La Fille de Madame Angot Waltz;" "Madame Angot's Child," duo; "Happy Days" (from "La Fille de Madame Angot"); "Brindisi" (from "Giroflé-Girofla"); "Stolen Kisses" (from "Giroflé-Girofla"); "Rondo" (from "La Fille de Madame Angot"); "Pirate's Chorus" (from "Giroflé-Girofla"); "Son of Marasquin" (from "Giroflé-Girofla"); "Legende" (from "La Fille de Madame Angot"); "Hunters' Chorus" (from "Princess of Trebizonde"); "A Flower that Blooms" (from "Princess of Trebizonde")—all arranged by Ad. Dorn (each, 20 cents); and "Killarney," arranged by Carl Hess (10 cents). And from S. T. Gordon & Son, New-York, the following: "The Mariner's Twilight Musings," by W. B. Richardson (40 cents); "Let the Gold and Silver Mingle," by P. W. Turnbull (30 cents); "Over the Beautiful Stars," by G. W. Persley (80 cents); "Zero" waltzes, by William Spenser (50 cents); "Joy and Tears," mazourka, by B. G. Fontana (35 cents); "Te Deum Laudamus," by J. V. Allstrom (50 cents); "Darling Gracie Bell," by G. W. Persley (30 cents); "Evening Shadows," by J. C. Meininger (40 cents); "Bright-Eyed Nora," by G. W. Persley (30 cents); "Kiss" duet (from "Madame l'Archiduc"), arranged by H. Maylath (30 cents); and "Do You Love Me Still the Same?" by Gomer Thomas (35 cents).

THE first part of a "Royal Masonic Cyclopædia," some time announced, has now appeared in London, under the editorship of Mr. R. R.

H. Mackenzie, Mr. John Hogg being publisher. It is to be issued in numbers, at 2s. 6d. each, and is designed to give briefly a history and explanation of the rites and symbolism of Freemasonry and kindred orders, with some biography, and other notes. This first part covers from A, through the greater part of C, and in most particulars would seem remarkably full and complete. The care and accuracy shown in preparing the biographical notices is to be especially noted.

A CORRESPONDENT of the London *Bookseller* suggests, as an incentive to cash payments, "the more general adoption by the wholesale trade of appending a little slip to each account they wish prompt payment for, similar to this:

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ANOTHER work from the pen of Jules Verne is imminent. It is "The Courier of the Czar."

THE London *Athenæum* announces that "Mr. Andrew W. Tuer has in the press a book called 'Modern English Pottery and Porcelain: Hints for Collectors.' As 'old china' is now pretty well unpurchasable by men of moderate means, the author proposes that people who can not afford 'square marked Worcester' should collect first-class modern china, and he, to help them, gives an account of the present productions of English factories. Foreign pottery and porcelain are not touched upon." Mr. Tuer is known to many of our readers in connection with *The Paper and Printing Trades Journal*, of which he is editor. We understand that Mr. Tuer's splendid collection of modern china, embracing the finest specimens of the English factories, and engravings of all of which will figure in his work, will probably ultimately find its home in South Kensington Museum. The book may be expected at the early part of the year, and the publishing price will be one guinea.

THE royalty on the sale of Messrs. Moody and Sankey's hymn-books, in England, between January and June of the present year, amounted to the large sum of £5667 17s. 6d., which amount has been forwarded to the treasurer of the building fund of Mr. Moody's church in Chicago.

THE books to be given away by the Prince of Wales in India are all bound in scarlet morocco and gold, and stamped on one side with the monogram of the badges of the Garter and Star of India, which have been used on all the Prince's presents. They form a sumptuous collection of illustrated works.

MISS BRADDON's thirtieth novel will be called "Joshua Haggart's Daughter."

MR. WILKIE COLLINS has written a new serial story called "The Two Destinies."

IT is said that ex-President Thiers' "Memoirs" will fill 16 volumes when completed.

LORD HOUGHTON is making a collection of the writings of untutored poets, says the *Academy*, and his collection has been materially increased during his visit to America, where he has discovered a number of "mute inglorious Miltons."

AN elaborate History of the German People by various hands is announced in the *Athenaeum*. The first part, which reaches to the death of Charlemagne, has been undertaken by Prof. Felix Pahn; the second part will extend to Rodolph of Hapsburg; the third, which is intrusted to Prof. Wegele, to the Reformation; the fourth will treat of the Reformation and the Thirty Years' War; the fifth will carry the work as far as the death of Frederick the Great; the sixth to the present time.

A NEW edition of Chatto and Jackson's well-known "History of Wood-Engraving" is in course of preparation by Messrs. Chatto & Windus. Mr. Chatto, the publisher, is the son of Mr. Chatto, the author.

PLANTIN's house at Antwerp, which has been bought for conversion into a museum of bibliography and typography, has been described in an able pamphlet by Ferdinand Vanderhaegen, the curator of the library at Ghent.

THE second and concluding volume of Dr. Schmidt's "Shakespeare Lexicon: a Complete Dictionary of all the English Words, Phrases, and Constructions in the Works of the Poet," is nearly ready for publication.

MR. EDWARD JENKINS, M.P., is writing a temperance story, in the style of "Ginx's Baby." The title of the story will probably be "The Devil's Chain."

"AN Englishman of distinction," quoted by Mr. Smalley in the *Tribune*, noted among the most striking things in America:

"3d The total absence of book advertisements in many American papers of large circulation.

"4th. The very inferior literary character of many newspapers of good standing and repute."

THERE is just published in London the English translation of Dr. Henry Rink's volume of "The Tales and Traditions of the Eskimo; with a sketch of their Habits, Religion, Language, and other Peculiarities." The peculiarity of the volume is in its illustrations, which were drawn and engraved by Eskimo.

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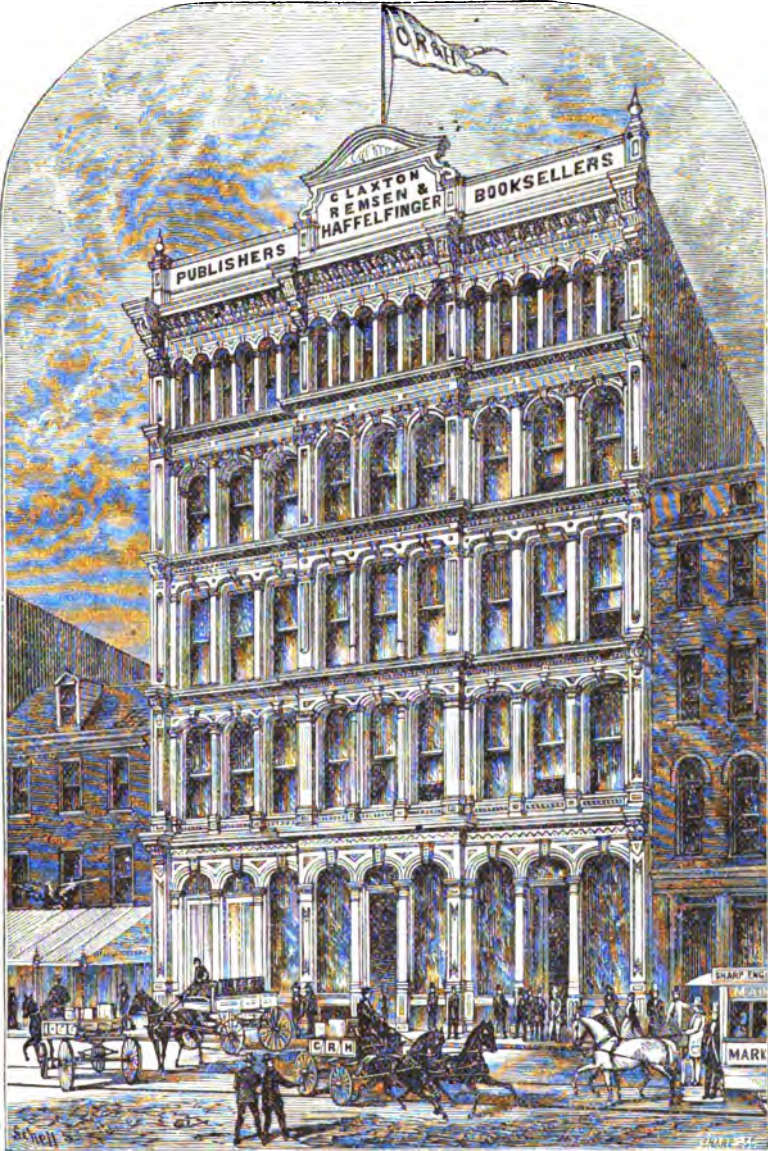
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NOTES IN SEASON.

EARLY in the New Year there will be two new Leisure Hour books—Thomas Hardy's "The Hand of Ethelberta," of which the last copy is promised by the author immediately, and Mrs. Alexander's "Her Dearest Foe."

"THE Sabbath of the Fields," by Rev. Hugh Macmillan, is just in at Macmillan & Co.'s. It is a pleasant volume of religious reading for general readers.

ESTES & LAURIAT are just issuing a capital book for children, "Chats with my Children," from the French of Dr. L. Sauveur. It is full of instruction, very happily put, and is illustrated by many pictures that will please the little learners.

SCRIBNER, ARMSTRONG & CO. have now ready that very elegant volume, the holiday edition of Mrs. Dodge's exquisite story of Hans Brinker, a children's classic. Its many illustrations are to be compared only to those of the Verne books. The third and last volume of the latter's "Mysterious Island" is also ready. The series is having an excellent sale.

THE Christmas trade is so far fair, although the season begins late. Some dealers report better sales than up to this time last year. Now for a rush, until Christmas has come.

THE Harpers have a grand publication day this week. Their first volume of Forster's Swift is one of the finest specimens of book-making the house has published, and may well be compared with the English edition. The simplicity of the binding is very heartily to be commended. Rev. J. P. Newman's volume

of "Eastern Travel" is interesting and finely illustrated. Gen. Doubleday's "Reminiscences of Fort Sumter" contribute much that is valuable to the early history of the war. Castelar's "Byron and other Sketches" are exceedingly brilliant.

WE should apologize that in the Index to the Trade List Annual, the present firm of Garrigues Brothers has been entered under the old name of J. C. Garrigues & Co. Their list has the proper heading.

A PROMINENT Western dealer writes to us these pleasant words as to the Annual: "If I had time, I would like to write you some pleasant things about the 'Annual,' just received, and tell you with what a sense of relief I empty my boxes of the loose cats., and remember I can find them all in order in the new volume of the 'Booksellers' Bible,'—but Christmas is coming, and you may imagine the rest. Now for the 'Stationers' Hand-Book' and the 'Finding List.'"

PERSONAL MENTION.

MR. OSCAR M. DUNHAM, widely and pleasantly known to the trade as the head of the book department of the American News Co., is to take charge, after the first, of the American branch of the house of Cassell, Petter & Galpin. Now that Mr. Turner, whose long service here acquainted him with the *personnel* and methods of the American trade, returns for the second time, the house shows good judgment in placing its affairs here in the hands of one so thoroughly conversant with our trade as Mr. Dunham. We wish him all success in his new field.

MR. MARION HUTCHINSON's connection with the English house of Longmans & Co., of which he has been the American agent for several years, will be severed with the end of the year, one of the home associates of the house being sent over to supersede him. Mr. Hutchinson, who has had long experience in the trade, having been brought up in the Appleton house, has done well for the house, and it will be much to the regret of the trade that the connection, which has been very creditable to Mr. H., should be severed.

If any one doesn't know which Mr. Meyer it is of whom and whose music the *Christian Union* and all other journals speak so appreciatively, he may rest assured it is Mr. Louis Meyer, whose music-publishing house is at 1413 Chestnut street, Philadelphia, whose missionary work in the issue of the best music in cheap shape deserves all praise. Mr. Meyer, by the way, has recently issued neat Centennial advertising cards noting his latest publications, the reverse giving views of the several Exposition buildings.

MESSRS. H. N. MCKINNEY & Co., of Philadelphia, made an assignment, December 9th, to F. W. Ayer, of that city. A statement is being prepared, and a meeting of creditors will be called on its completion.

THE final hearing in the bankruptcy of Lee & Shepard, as to the acceptance of 25 per cent composition, will be given in Boston next Saturday.

ALPHABETICAL LIST OF BOOKS JUST PUBLISHED.

The Prices in this List are for cloth lettered, unless otherwise indicated. Imported books are marked with an asterisk: Authors' and Subscription Books, or Books published at net prices, with two asterisks.

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- Almanac.**—The Popular Health Almanac for 1876. Ed. by Frederick Hoffmann. 12°, pp. 44. Pap., 10 c. *Steiger.*
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In a recent London letter to the *Tribune* Mr. Smalley writes: "Messrs. Smith & Elder have printed lists of those works of Mr. Arnold which are issued by other houses than their own—a piece of polite good sense on which a word of praise is not thrown away. It is not less to their credit that they have refrained from disfiguring the back of the fly-title or of the title itself with this or any other list. Such lists in such positions are too frequent in modern books. They are advertisements thrust into the body of the book, and can not be got rid of because, odious as they are, they are made an integral part of the volume. To tear

them out would be to tear out the title. The book-buyer has his choice of two remedies. Let him not buy the book thus defaced, and say why he does not buy it, or let him not buy any of the other books advertised in this impudent way. To an advertisement on a separate leaf at the end of the volume nobody objects."

MESSRS. E. & F. N. SPON, of London, and 446 Broome street, New-York, have just issued a new and tastful catalogue of their extensive series of engineering and other scientific books, which is very patriotic with its goddess of liberty and American eagle.

The Final Question.

THERE is now but one thing left, virtually, to clinch and finish the work of reform, and that needs to be attended to at once, before these holiday times are over. The regular trade is for the most part at harmony within itself, recognizing in its sales the true principles of business, and this most dangerous kind of underselling—most dangerous because it tended to legitimize bad ways and bolster up the professional undersellers—is stopped in most of the larger centres, and is being stopped elsewhere. With or without reform, the regular dealers could never go to the length of meeting the professional undersellers' prices, because that would be sure ruin. They are therefore better off for the reform, even should these undersellers not be stopped, because the regular dealers, as we said in our last issue, have several advantages over their competitors, which give them a considerable hold on the public so long as cut-throat competition among themselves is provided against.

Nevertheless, the professional undersellers are doing a great deal of harm, and in justice especially to those who have been undersellers and have come into the reform, something ought to be done. The whole question, for New-York, the country about, and indirectly for the country at large, now centres in the two well-known cases in New-York. The opportunities afforded these two shops are a constant provocation to all regular dealers to break away from the reform, unwise as that would be, and little as they intend it. If these difficulties could be done away with, all would be well. They are, of course, affecting both the publishing and the retail trades, and we may mention one instance. Roberts Brothers' line of juveniles this year is certainly one of the best, brightest, and most salable in the market, and the books are relatively among the cheapest. They were bought largely by the up-town retail trade. You can go into these regular stores to-day, and find these books stacked away on the back shelves, because the \$1.50 books are being sold at \$1.08 at the up-town underselling shop, and the bookseller proper can't pay his bills by selling at that price, if he would. Of course, the total sales are less to the publisher, and next year, one dealer said to us, the book-stores, if this thing is not stopped, will not dare to lay in this stock. We mention this case the more frankly, because we know the publisher is not directly responsible for these sales, which have been made through the jobber. And we know, as to one of these books, that the author herself has expressed grieved disapproval that her books should be treated in

this way. The "Bric-a-Brac" books are suffering in the same way. Besides the lines named, current publications, of course the most salable, of Harpers, Appletons, Scribners, Osgood, Lipincotts, Hurd & Houghton, Carleton, and most of the other houses, with the "Unabridged," are offered at odd prices ranging from twenty-five to a third off.

This slaughter of prices is, as we have more than once said, a different thing from giving books away outright, which would be far preferable. For the buyer believes that he is paying a fair price for the book, and that the regular bookseller must be asking an exorbitant one: whereas, the proprietors of these general stores avowedly use books to attract customers. They give away part of the real cost of the book, as the barkeeper gives away salt fish and other free-lunch delicacies to win trade for his business proper. It is becoming the settled belief of the trade that the same line of books can not be sold by the regular dealers and by these underselling shops in direct competition, and the question is to which publishers and jobbers prefer to sell. The publishers have generally made up their minds, and in several cases the two underselling shops have been notified by individual publishers that they could only buy of them at retail price, cash, and once or twice they have purchased books ordered by customers, on these terms. The question now hinges upon whether the jobbers will carry out the policy of the publishers, or prefer opposition.

This phase of the question has been made to assume immediate prominence by the action of D. Appleton & Co. during the past week. Finding that their goods were being thus undersold at retail, partly by reason of the large discount obtained of the jobber, they ascertained from what house the goods were obtained, and accordingly requested that house not to job their goods at better than a third. The reasons were courteously assigned—that they did not wish their books undersold, especially as no jobbing house could safely sell on a margin between a third and five, which they gave, and forty, which they got. It being suggested by the house in question that other jobbers would cut under if they didn't, inquiry was made of the other jobbers, and it being found that they neither sold to these undersellers nor gave the objectionable terms, reply was made accordingly. No satisfactory reply having been made to the second note, the discount given to this jobbing house was reduced to a third, at which price they have since bought. Other houses are proposing the same step.

Now we have much difficulty in treating this question, because in stating these facts, which will be generally understood to refer to a house

one branch of whose business is in direct competition with our own, we lay ourselves open to being misunderstood. But we do not think we may rightly hesitate to say what the trade wish to have said for any such reasons, one way or the other, and we have never let advertising on the one hand nor rivalry on the other interfere with our trying to be just, honest, and frank. Every one must acknowledge, ourselves first, the right of any one to meet us in competition, so long as it is fair, and, if we are misunderstood, we are satisfied to leave it to the trade to judge whether we have not always held the even balance in such matters.

For we wish, in behalf of the trade, to appeal directly to this house not to put itself in the path of the reform at the moment of its triumph. The publishers in general, and the other jobbers, are each intending to protect the regular dealers by placing goods only where regular prices are adhered to. This one house at present blocks the way. It has long set a noble example, in its retail department, to the trade, and it can do a great thing now by protecting its customers by this needed further step. Otherwise it puts itself in antagonism to the whole retail trade. It was understood from its manager, with great satisfaction, at one of the Central Association meetings, that it would be ready to withhold goods or reduce discounts in the case of undersellers at the request of individual publishers as to their own books. Later, however, we are informed by the parties themselves, such requests from some smaller houses have been met by the retort that they were always complaining. In the present feeling of the trade, it no longer needs this indorsement to take the desired step, so greatly to the advantage of the trade, and therefore of itself, and we sincerely hope it may be taken. Excessive discounts and promiscuous sales, here as at Chicago, have become distasteful to the publishers, whose present tendency is to meet this method of concentrating business in few hands by actually putting premiums on the business of smaller local jobbers. While the retailers have before expressed themselves strongly that the regular trade, and not undersellers, ought to be encouraged by jobbers.

At the Niagara Convention, the manager of the house in question, who was most cordially received, declared that it would do every thing in its power to promote the interests of the trade and the reform. We have the best reason to believe that we have expressed to it the earnest desire of the retailers, the publishers, and the other jobbers, and their unanimous opinion as to what is now absolutely necessary to promote the interests of the trade and of the reform. And we shall be glad to hear by letter,

from any members of the trade, whether or no we are right in saying what we have said.

WE give below correspondence which expresses a considerable feeling in the trade as to the Messrs. Sheldon's sale. We may add that the "explanation" was meant by that house as a "handsome admission" that an explanation was called for, in courtesy to the trade, and was editorial in so far as we made in our own words the statement the Messrs. Sheldon requested us to put before the trade. We, however, deprecate the shape in which the sale was afterward advertised in the public press, as giving a definite standard of comparison that should not have been given. Men who are going out of business must and will sell out, and this is the justification of such a sale. Mr. Sheldon, of course, does not propose to try his own case in the Committee of Arbitration, but rather advises the other members, as a matter of form, to suggest to the trade that it should not sell books to his house. This puts the matter in its true light, and marks the distinction between this case and those who are selling below rates only to stock up again. We are given to understand that not \$200 worth of new books have been laid in, either by purchase or exchange, within sixty days, and had it not been for their advertising a specified "discount" of a third, it seems to us the skirts of the house would have been quite clear.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

The Messrs. Sheldon's Sale.

CLEVELAND, O., Dec. 10, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: In your issue of December 4th we have "an explanation" in reference to the proposed closing-out sale of Messrs. Sheldon & Co.

The item is, in appearance, editorial, although you say you are requested by Messrs. Sheldon & Co. to make the statement, so that it is, in effect, the announcement of Messrs. Sheldon & Co. that they propose to put upon the market a large stock of miscellaneous books at prices which will insure ready sales; in other words, they propose to sell these books at any prices they can get. This explanation (which on the face of it is a very handsome admission that an

explanation is needed) is very artfully and plausibly stated. I think, however, that it will come short of satisfying a large class of booksellers who also have large stocks of books they desire to sell, that it is "a case parallel to the provision for dead stock." The case of Messrs. Sheldon & Co. is of little consequence, so far as its direct effect upon the Western trade is concerned; yet it will be sure to suggest similar projects to others, whose "honest reluctance," with perhaps less show of reason, being subjected to the same pressure, will be likely to succumb as theirs has. Messrs. Sheldon & Co. probably went into the retail trade because they supposed there was money in it; they have discovered their error, and so have a large number of others, and if this is to be the recognized mode of getting out, by any considerable number of dealers, what is to be the condition of those whose "honest reluctance" is a little too strong for them?

If this sale is advertised to any extent, it will affect the trade even at this distance—not so much, perhaps, in the particular books offered, but in the impression which it gives to book-buyers that the prices of books generally are excessive, and that they have only to wait for such opportunities to buy their supplies. The trade of this city have already lost sales of considerable amount by holding to the rules, and in the present weak state of the reform it would not take a very heavy straw to break the camel's back. Should a leading house in a leading city be the one to lay this straw on?

A BOOKSELLER.

BOOKS RECEIVED.

A FARMER'S VACATION, by George E. Waring, Jr. (James R. Osgood & Co.) These interesting papers record a trip through some of the Netherland Provinces, parts of Normandy and Brittany, and the Channel Islands, made in August and September, 1873. The papers originally appeared in *Scribner's Magazine*, but as now given they have received some important additions. The volume is very handsomely gotten up indeed, richly illustrated, and printed on tinted paper, with plenty of margin, and bound in very elegant and substantial style. Cloth, 4to, \$5.

BALLADS OF HOME, edited by George M. Baker. (Lee & Shepard.) A very excellent collection of poems from standard authors, illustrated by forty full-page pictures. Gotten up in holiday style, with a very tasteful binding. 4to, cloth, \$3.50.

THE TRAVELLER'S GRAB BAG. (Authors' Pub. Co.) These papers, a miscellaneous collection of "stories, thoughts, and fancies," are all original, and by authors of more or less repute, such as Prof. Everett W. Fish, F. M. Macdonagh, editor of the *Nebraska Watchman*, Mrs. B. F. Baer, Rev. Wm. I. Gill, H. E. Hayes, etc. 8vo, paper, 50 cents.

MAE MADDEN, by Mary Murdoch Mason, with an introductory poem by Joaquin Miller. (Jansen, McClurg & Co.) Joaquin Miller's poem, "A Dream of Italy," is a short allegory, introducing "Mae Madden," the fantastic heroine of the story—a young American girl who with some friends goes abroad and spends a winter

Rome. Her escapades and love quarrels

are quite amusing, and the descriptions of the carnival really clever. 16mo, cloth, red edges, \$1.25.

THE LITERATURE OF KISSING, by C. C. Bombaugh, A.M., M.D. (J. B. Lippincott & Co.) This volume is made up of gleanings from history, poetry, and fiction, all relating to the act of kissing. It is extremely amusing and interesting, and a very ingenious collection of fragments. The record extends from the kisses of the Old Testament to those numerous ones mentioned in the famous Beecher trial. 12mo, cloth, \$1.75.

BROUGHT TO THE FRONT, by Elijah Kellogg. (Lee & Shepard.) The third volume of the "Forest Glen Series." A story of frontier life in Pennsylvania away back in the year 1755, when the place was almost a wilderness, except for the Indians, who were a daily terror to the few white settlers. The boys, the "young defenders" of the story, who take it upon themselves to aid in the defence of the settlement, go through any number of thrilling adventures and escapes and Indian skirmishes. 16mo, cloth, illustrated, \$1.25.

THE PHYSICIAN'S HAND-BOOK FOR 1876, by William Elmer, M.D., and Albert D. Elmer, M.D. (W. A. Townsend.) Where this hand-book has been in practical use, it is considered the very best of the kind issued. It contains this year many valuable additions in the way of new remedies, besides important improvements in almost every department, making it one of the most convenient and perfect hand-books published. It has the usual tables, "Classification of Diseases," "Poisons and their Antidotes," "Table of the Pulse," "List of Incompatibles," etc., etc., with blanks for the record of practice and of treatment, and for bills and accounts, and cash received, etc. Morocco pocket with tucks, \$1.75.

GOING WEST, by Oliver Optic. (Lee & Shepard.) Mr. Adams begins a new series of boys' books with this volume, to be called "The Great Western Series." The hero of this story is a poor boy, who begins life in the very humblest position, and goes through many perils and temptations, finally finding a home in the great West. The chief portion of the young boy's story takes place on board ship, giving a good deal of life and experience among sailors. 16mo, cloth, \$1.50.

"NEARER, MY GOD, TO THEE," by Sarah Flower Adams, with designs by L. B. Humphrey. (Lee & Shepard.) A prettily gotten up and nicely illustrated gift-book, each verse of this favorite and touching hymn having a page and a characteristic sketch to itself. Small 4to, cloth, gilt, \$2.

WIDE AWAKE FOR 1875. (D. Lothrop & Co.) This charming juvenile, with its innumerable pictures and varied and interesting reading matter, ranks among the most desirable books for very young children. It has every thing in it which pleases them—stories and poems for them to read, by Mrs. Moulton, Nora Perry, Clara F. Guernsey, Sophie May, Amanda M. Douglas, and numerous other favorite writers for the young; and where the child is too young still for reading, it will find abundant amusement in the attractive illustrations. 4to, boards, highly colored, \$1.50.

LAUREL LEAVES. (William F. Gill & Co.) "Lotos Leaves" last year was one of the most successful of the holiday gift-books; this beautiful companion volume, we think, is also destined to be a favorite with book-lovers. No expense has been spared in its get-up; it is printed on fine tinted paper, and contains seventy-five illustrations by such well-known artists as Alfred Fredericks, Sol Eytinge, Jr., Birket Foster, R. Barnes, and Thomas Kennedy. The reading matter consists of original poems, short stories, and essays, by a list of authors altogether too lengthy to quote; we can only say the very best names in literature appear in it, such as Tennyson, Longfellow, Holmes, Whittier, Bryant, Kingsley, etc. Quarto, cloth, full gilt, \$6; Turkey morocco, \$12.

WORD PICTURES. (D. Lothrop & Co.) One hundred authors are represented in this volume by selections from their best works. The selections are designed to illustrate various scenes in nature, such as "Early Spring," "May," "June," "July," "Early Autumn," "The Winter Sun," "Christmas-Time," etc. The "Thoughts" about "Children, Men, Women, Love, and Honor" are particularly beautiful and well selected. The authors quoted from are among the most prominent writers of the day. 12mo, cloth, \$1.50.

DAILY PRAISE AND PRAYER. (American Unitarian Association.) A brief service of devotion for every day in the year. A single page holds all that is offered for the day's consideration—a few sentences from the Bible, and a choice poetical selection. 12mo, cloth, \$1.

THE POPULAR HEALTH ALMANAC FOR 1876, edited by Frederick Hoffmann. (E. Steiger.) This little pamphlet is well worth double the small sum of ten cents charged for it, on account of the great amount of very important practical information it contains, in a succinct and clear form and in a small space. The one chapter on "Nostrums and their Composition," being a simple and truthful analysis of the ingredients of some well-known quack medicines, is quite valuable and novel.

BETTY'S BRIGHT IDEA, by Harriet Beecher Stowe. (J. B. Ford & Co.) Three pretty stories for children are embraced under this title, the two others being called "Deacon Pitkin's Farm" and "The First Christmas of New-England." Children will find them very charming reading, and full of a bright Christmas spirit. 12mo, paper, 30 cents.

Bits about Books.

GET books! Half the money spent in tobacco would get many a young man a collection of books in ten years which would be of great service to him, and of which he might justly be proud. An English magazine-writer recently said, "If the soul of a library be its librarian, its heart is the catalogue;" but Carlyle said a better thing in declaring that "the true universality of these days is a collection of books." Put aside something, if but twenty-five cents a day, for the purchase of books. Many in the country are beyond the reach and convenience of libraries, and the setting-aside of a small sum daily to be invested in good books will bring advantages which will be lasting in their benefits.—*Christian at Work.*

STATIONERY AND FANCY GOODS.

THE wholesale trade is considered ended for the season, and the "busy times" have passed over to the retailers. The stationery importers and jobbers report a fair demand for all classes of goods, but the orders have been small. Very few buyers have been in town this season, and the majority of sales have been mail orders or through the travellers. So small has been the demand for fancy goods that several importers have cases still unopened, the retailers having bought only such quantities as they were sure to sell. At the beginning of the season many of the larger houses cautioned their travellers against "loading," but this injunction was almost needless, as in nearly all instances the retailers "shut down" on the travellers, which proves in no small degree that a vast majority of the retailers throughout the country are determined to meet their liabilities when due. Travellers in other-lines of merchandise bear the same testimony as to the caution exhibited by the retailers in their respective lines. These facts are encouraging and indicate a good fight with the hard times, and are predictive of the hasty arrival of the "good time coming."

PORTER & BAINBRIDGE have placed on the market a new papeterie called the "Royal Antique," made of the finest quality of their celebrated Centennial paper. It is made in the convenient commercial size, and is supplied in neat and substantial boxes, containing one quire and envelopes, at \$25 per hundred. The same house are offering a new paper for foreign correspondence, called the "Centennial Overland Mail," regular packet size. It is put up in quarter-ream packages. The boxes are flexible, with an elegant lithograph cover. Price, \$2.75 per ream.

CHAS. SNEIDER, 37 John street, has just patented an article long wanted in the trade, for embossing and imprinting name on envelopes after they are manufactured. This little stamp is sold to the trade, including the cutting of name, etc., for the small sum of \$6. All who desire to have their customers informed of their address should order one of these stamps, as every envelope thus imprinted is an advertisement for future orders.

LOUIS DREKA, 1121 Chestnut street, Philadelphia, has lately issued his "Card Etiquette" for 1875 and '76, which is made in the tasteful style of previous years.

CARTER, DINSMORE & Co.'s calendar for 1876 comes to us in brighter colors than usual. It is in great demand with the trade. Thousands have been sold with dealers' cards on them.

THE Round Playing Card is having a steady sale. Chamberlain, Whitmore & Co. have become the agents. The price hereafter will be \$72 per gross.

CHAS. S. PLUMMER has the finest and most artistic card on the road. It is made by Robert Snider, whose specialties he represents in his travels.

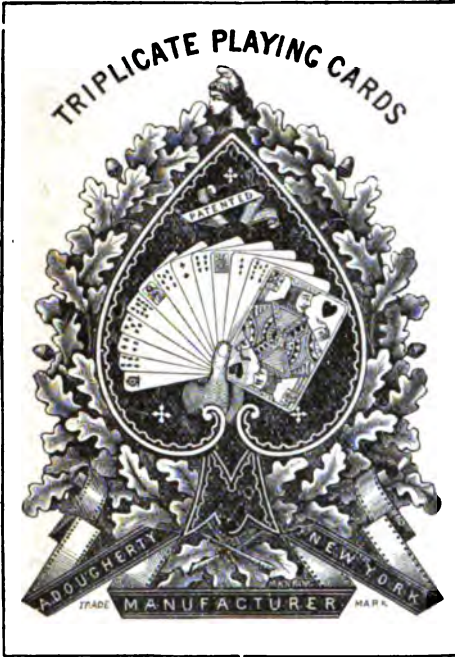
Obituary.

THE sad intelligence reaches us this week of the death of Alexander Pirie, senior partner in the firm of A. Pirie & Son, paper-makers, widely known in Europe and America. His death occurred in Dresden on November 20th. Mr. Pirie was in his 64th year.

Dougherty's Triplicate Playing Card.

THESE new cards, introduced by Andrew Dougherty, 76, 78, and 80 Centre street, will be welcomed by all card-players who appreciate a neat and handsome article and love "fair play." A full description is given by the manufacturer in his circular from which we quote:

"When these cards are held in the hand, they may be made to overlap and cover each other to such an extent as to expose only the minia-



ture card, which, while visible to the holder, can not be distinguished by his opponent or any one not holding the cards. When, however, a card is thrown upon the table, all the players may detect the character as usual, by the larger or ordinary figure on the face. A trial of which renders any further recommendation unnecessary."

The list price is \$72 per gross. The manufacturer has been unable to fill all the orders for this card, but in a few days he will be able to meet the demand.

Schedler's Relief Maps.

THE latest enterprise of Mr. E. Steiger, of 22 and 24 Frankfort street, is the introduction of his Relief Maps, made by J. Schedler.

He has now ready three maps: New-York and vicinity, Boston and vicinity, and the whole State of Pennsylvania. The peculiarity of these maps consists in their being *raised or embossed*, thus showing the relative elevation of mountain ranges or hills, accurately indicating the valleys, river-courses, railroads, canals, highways, etc. They are printed in six colors, the towns, rivers, bays, marshes, etc., being distinguished by different colors.

The area of the New-York map embraces over twenty miles around the city, and takes in amaronck, Yonkers, New-Milford, and Pa-

terson in the north; Mead's Basin, Caldwell, South-Orange, Rahway, Perth Amboy, South-Amboy, in the west; Keyport, Sandy Hook, and the Highlands in the south; and Far Rock-away, Foster's Meadows, Manhasset, and Sands Point in the east.

The Boston map also covers an area of over twenty miles, and includes Melrose, Winchester, and Lexington in the north; Waltham and Needham in the west; Dedham, South-Quincy, and Hingham in the south; and Nahant and Nantucket Beach in the east.

The third map consists of the whole State of Pennsylvania, and is a curiosity of compactness and accuracy.

The maps are supplied in plain black-walnut frames at \$1.50 each, and in an additional black-walnut picture-frame with gilt rim and glass at \$2, with a liberal discount to the trade.

Dealers who reside in or near localities covered by these maps, would do well by displaying samples in their stores. These maps are ornamental and attractive, and will be sure to sell wherever exhibited. Mr. Steiger makes special terms on sample copies to dealers who wish to introduce them in their towns.

Old Liberty Bell Souvenir.

HOMER LEE & Co., 62 Liberty street, send us a Centennial novelty, consisting of an inkstand, pen-rack, paper-weight, and pin-cushion combined. It is a fac-simile of

"The bell whose sound went 'round the world."

The cut below shows the skill and accuracy of the workmanship. The smallest lettering is



very distinct; even the drill-holes, made in order to save the old bell by drilling ahead of the crack, are plainly visible.

The inkstand is made in different styles of pure metal, bronze, verde antique, nickel and silver plated, with gold base. They are put up six in a box, assorted; price, \$9 per dozen. The assortment includes one each of the richer styles at \$10.50 and \$12.

The souvenir being useful and ornamental, makes a handsome holiday present, and being of a Centennial character, is sure to sell "all the year round."

AN Almanac which Philadelphia goes can use with profit next summer, is a "Centennial Historical Calendar," issued by I. W. Price & Co., of 505 Minor street, Phila. It makes a neat 12mo pamphlet, illustrated, and will be supplied to the trade, with dealer's imprint, at sixty dollars a thousand.

New-Year Cards.



NEW-YEAR and Christmas cards are more abundant this year than ever before. In the various designs the New-Year cards represent as usual the varied experience of the expert

New-Year caller, from nine o'clock in the morning (hic) until two o'clock the next (sic h-ic) morning. All the designs are selling well, but the Centennial is decidedly the "trump card." We name below those houses who are offering the best stocks, both in material and workmanship.

Ph. Hake, 25 Frankfort street, has many new designs, tastefully arranged and extremely fine, as usual, several of which are of the Centennial order, which he offers to the trade at a liberal discount. They are neatly engraved, and equal to any in the market. (See advertisement.)

Porter & Bainbridge offer a fine assortment of Cornwell's cards. The designs of these cards are from the pencil of the eminent artist, Mr. William Momberger, and their popularity in time past makes any further notice unnecessary. The same house have also designs of maple, oak, and holly leaves in different colors, fifty in a pack, \$2.20 per dozen packs.

Homer Lee & Co., 62 Liberty street, have issued several new designs. They are neat, and finely engraved. Among them may be mentioned the "Century Plant," the "Japanese," and several comics. Twenty-five in a pack, assorted.

A. M. Collins, Son & Co., Philadelphia, have a few very fine and artistic designs in colors, most all of them "Centennial."

Robert Snider, 37 John street, has one of the largest and best selected stocks in the city, exceeding greatly the issue of last year. He has over seventy-five designs of Christmas and New-Year cards. They range from grave to grotesque, and include, of course, the all-prevailing "Centennial." Price of sample lot, assorted, 50 cents. (See advertisement.)

Chas. S. Plummer, 55 Penn avenue, Newark, N. J., is agent for the largest and finest line of cards in the country. Sample package, 50 cents.

Robert Herbert, 119 Fulton street, shows some fifty designs, many of which are in colors, and are very fine specimens of engraving.

Charles Taber & Co., New-Bedford, Mass., have a new style of choice floral designs on blue and red background, with mottoes, "Merry Christmas" and "Happy New Year." \$2.50 net per hundred.

All of the above houses send samples and price list to the trade (unless otherwise stated) free on application.

— And books, we know,
Are a substantial world, both pure and good.
Round these, with tendrils strong as flesh and blood,
Our pastime and our happiness will grow

— Wordsworth.

LITERARY AND TRADE NEWS.

THE second serial of *The Galaxy* for 1876 will be by William Black. It is called "Madcap Violet." The scene is laid partly in London and partly in the Highlands. General Custer will begin a new series of papers on army life.

A NEW novel by Frank Lee Benedict is announced in London: "'Twixt Hammer and Anvil." The title is unfortunately like that of one of Spielhagen's books.

MR. WHITAKER, publisher of *The Bookseller*, London, is about to start a popular penny weekly, to be called *Whitaker's Journal*. It will appear about New-Year's, and is meant to be a high-class family journal, that will be more attractive than the less wholesome penny papers, and therefore do good by doing something to limit their influence.

THE *Illustrated Christian Weekly* of December 11th has a wood-cut illustration of the Scribners' handsome store, of which it says: "If we can justly judge the character of a household by inspecting its library, we can judge the character of a city by inspecting its bookstores. New-York gives evidence of increasing culture by its improvement in this respect, and we doubt whether there is in this country, we are very certain there is not in London or in Paris, a handsomer or more convenient bookstore than this."

GEORGE ELIOT's new novel will be begun in the February number of *Harper's Monthly*. The title is "Daniel Deronda." It covers much the same field as that of "Middlemarch." All Mrs. Lewes' works that have appeared as serials have been published in the Harpers' periodicals.

"BLACKSMITH and Scholar" is to be the name of Mortimer Collins' new novel.

MISS YONGE's new book, "The Young Alcides," will attempt to modernize, somewhat after the fashion of Miss Thackeray's fairy tales, the labors of Hercules.

PROFESSOR JOHN STUART BLACKIE is to write "The Natural History of Atheism." It will appear in *Good Words* for 1876. The issues for that year will contain also a series of papers on "The Service of Steam," including "The Power of Machinery," by John Bourne, who wrote the *Hand-book of the Steam-engine*, "The Poetry of the Steamship," and "The Locomotive," by J. Scott Russell, and "The Using of Air as a Means of Motion," a parallel paper, by W. D. S. Moncrieff.

In commencing the next volume of the *International Review* (A. S. Barnes & Co.) it is intended to make more of noticing foreign books, new and forthcoming, than heretofore, and editorial arrangements have been made in London, Paris, Berlin, and Florence for foreign criticisms of value and trustworthiness. A short paper on "Art in Europe" in each number is promised by Philip Gilbert Hamerton, and a scientific paper recording the international progress of science is expected from Professor Arthur W. Wright, of Yale College, in whom Dr. Woolsey, of New-Haven, says "he has perfect confidence."

A NEW novel by William Black, "Madcap Violet," will be the *Galaxy's* second serial for 1876.

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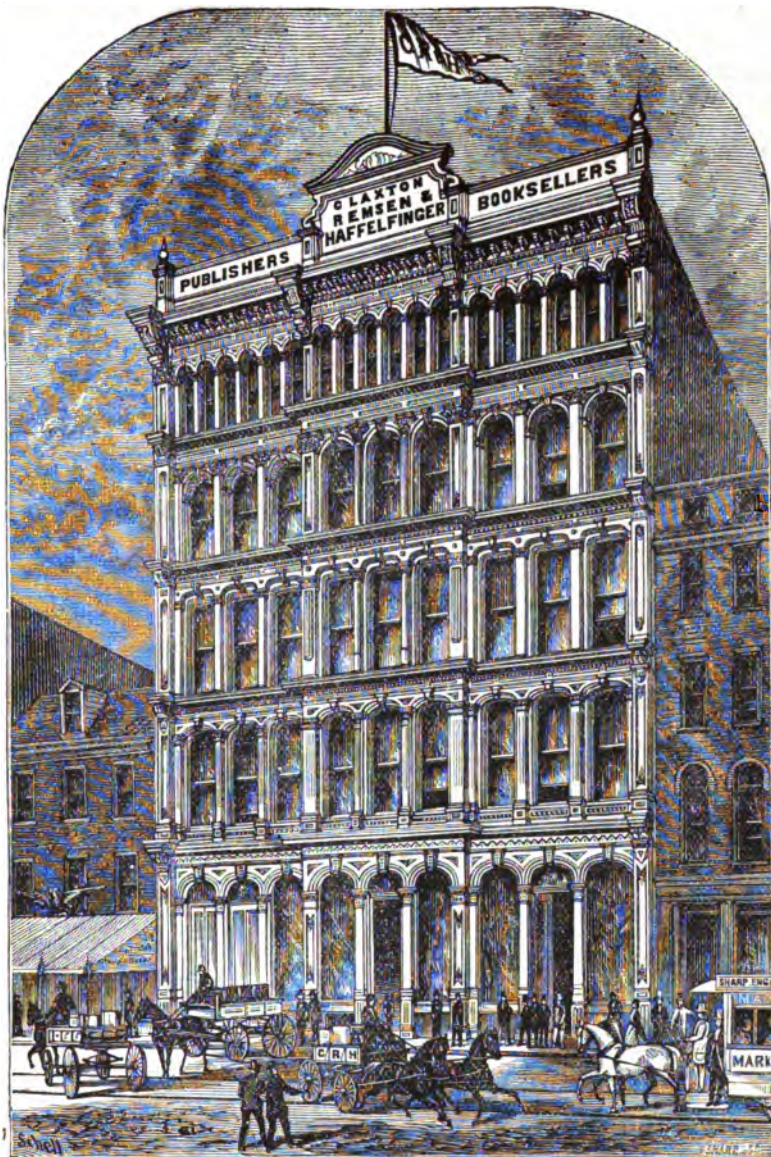
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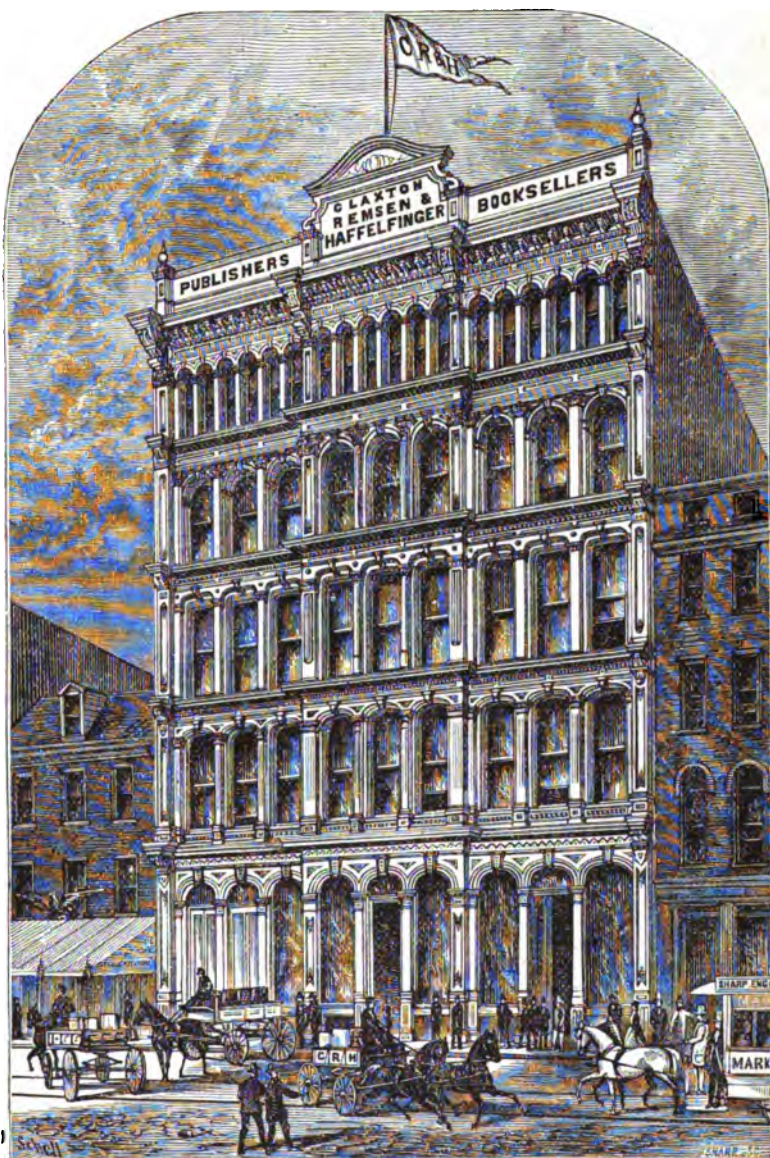
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NOTES IN SEASON.

"MERRY Christmas, my masters!"

This is the season: consequently, by an odd paradox, there are no "notes in season." In other words, Christmas has come, and every bookseller is too busy with the books that are, to think about the books that are to be.

There is one exception—the books that come late, and over which the unfortunate publishers tear their hair in vain. There are several again this year, and we commend them, when they do come, to the careful nursing of the booksellers, in the few days left before the year goes and trade with it. Such a book, for instance, is White's "Selborne," which the Macmillans were anxiously expecting from abroad at latest dates.

THE Appletons have also one or two books at this tag end of the season. "*Janet et ses Amis*," a real holiday book, is yet good all the year, but it should not be overlooked just now by those who have little ones learning French. A very clever brochure, "Mrs. Limber's Raffle," is a hit at the white sins against law and morals of charitable church people. It is said to be by a New-York lawyer, and is likely to make a stir. With it is ready the novel of "The Little Joanna," which has attracted much attention. The writer is a Southern lady.

HARPER & BROS. have just out Smiles' "Thrift," a book which, like his "Character" and other works, is as helpful as it is entertain-

ing to wide classes of readers. The facts and anecdotes he gives on the economies of life are sure to tell. They have also just ready Rev. Dr. Taylor's book on "Elijah the Prophet."

F. B. PATTERSON, of 32 Cedar street, will shortly publish "The Amenities of Verbal Criticism," wherein the author (Mr. Charles F. Cox) cleverly reviews in ludicrous procession the self-styled "authorities" on our mother tongue, who have so long enlivened the literary world by hurling at one another's head the odium *philologicum*, and cursing each other in highly-wrought Latin phrase, but who are now made to see themselves as others see them.

UNIFORM with the new edition of Hawthorne's works, Messrs. James R. Osgood & Co. will publish a biographical essay on that rare genius by his son-in-law, Mr. George P. Lathrop. The correspondent of the *Academy* says of it: "A chief object of this book is to furnish a consistent picture of Hawthorne and his works, of a kind that has not yet been undertaken. The method of criticism employed in the essay will involve the consideration of many biographical facts, and among these will be a number of new ones. The entire period of Hawthorne's youth, which till now has been unexplored, will be carefully considered."

BUSINESS CHANGES.

NEW-YORK CITY.—Mr. Thomas Y. Crowell having purchased the stock in trade and stereotype plates of books hitherto published by Warren & Wyman, will continue the business at No. 744 Broadway. Mr. William W. Wyman will have charge of the business.

ST. PAUL, MINNESOTA.—The firm name of Metcalf & Dixon has been changed to that of Metcalf & Brown, Mr. F. S. Brown having bought out the interest of Mr. C. H. Dixon.

[OFFICIAL.]

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ANNOUNCEMENTS OF FORTHCOMING PUBLICATIONS.

RESOLVED, That this Convention recognize the PUBLISHERS' WEEKLY as the established organ of the entire trade, and recommend it to publishers as the medium through which they should make their "first announcement" of books they propose to publish, and the full title of all books immediately on publication.—AMERICAN BOOK TRADE ASSOCIATION.

OLAXTON, REMSEN & HAPPELFINGER, Phila.

One Hundred Years a Republic; or, Our Show.
 A humorous Account of the International Exposition.
 By Daisy Shortcut and Arry O'Pagus. Illustr. by A. B.
 Frost. 4°. 50 c.

E. H. CUSHING, Houston, Texas.

Reports of Cases argued and decided in Supreme Court
 of Texas. Vol. 42. 8°. \$7.50. (Jan. 20.)

Reports of Cases argued and decided in the Supreme
 Court of Texas. Vol. 12 (reprint). Annotated by John
 Sayles. (Feb. 1.)

D. LOTHROP & CO., Boston.

The Lost Found. (From the English ed.)

DRESSER, McLELLAN & CO., Portland, Me.

Reports of Cases argued and determined in the Su-
 preme Judicial Court of Maine. By Edwin B. Smith,
 State Reporter. Vol. 64, Maine Reports, and vol. 4 of
 Smith's Reports.

HARPER & BROS., New-York.

Daniel Deronda. By George Eliot.

HENRY HOLT & CO., New-York.

Hand of Ethelberta. By Thomas Hardy.

LINDSAY & BLAKISTON, Philadelphia.

The Surgery, Surgical Pathology, and Surgical Anatomy
 of the Female Pelvic Organs. In a Series of colored

Plates taken from Nature. By Henry Savage, M.D.,
 Lond., F.R.C.S. 4°. (Jan.)

The Student's Guide to the Practice of Midwifery.
 95 engrav. By D. Loyd Roberts, M.D. 12°.

Experimental Investigation of the Action of Medi-
 cine. Part 1. Circulation. By T. Lauder Brunton,
 M.D., Sc.D., F.R.S. 8°.

A Guide to the Microscopical Examination of
 Drinking-Water. By D. J. Macdonald, M.D., F.R.S.
 24 Plates. 8°.

Elements of Human Physiology. By Dr. L. Her-
 mann, of the University of Zurich. 8°.

The Student's Guide to Dental Anatomy and Surgery.
 By Henry E. Sewell, M.R.C.S., Eng., L.D.S. 12°.

BOWER, POTTS & CO., Phila.

(January 15.)

How to Write Letters. By Prof. J. Willis Westlake.
 Large 18°, pp. 250. \$1.50; \$1.

Literature for Little Folks. By Miss E. Lloyd. Large
 18°, pp. 150. 75 c.; bds., 50 c.

E. & F. N. SPON, New-York.

Hoffert's Sewage Question. 8°. 40 c.

Lang's Applied Science. Part 3. Cr. 8°. \$1.25.

Kempe's Electrical Testing. Fcp. 8°.

SORIBNER, ARMSTRONG & CO., New-York.

The Courier of the Czar. By Jules Verne.

The Old Year Out.

It is Christmas-day—at least it will be Christmas-day when this writing gets its date on it, and the journalist must always write in something of the prophetic spirit. And so we wish all our readers a merry Christmas; to confuse tenses again, we hope they have had a merry Christmas, for that means to the book-seller a rush that gives him no time to think of Christmas as any personal affair of his until twelve o'clock of Christmas-eve. To judge from the indications at hand, the Christmas trade has been a fair one, especially considering the general dullness of the year in the business world. At least we hope that when the book-trade get at their own books, they will not have cause to be disappointed.

Certainly, while most business has been going backward, the book trade has made some progress during the year; something has been in a bad year to pave the way for better

business in the good years we hope for. The work of clinching the reform nail is work for the new year; but during the past, the nail has been well driven. And the very tribulations of the holiday trade have been very useful indeed in proving to the trade the absolute necessity of clinching the nail.

But Christmas-day is no day to talk business. And so we will say only one word more. That we address to publishers, booksellers, everybody in the trade who is an employer. It is one of the sad things about modern business that the pleasant personal relations of old days between employers and employees, between those who are fresh in life and have enthusiasm and need encouragement and those who are older and have experience and can give cheer and counsel, should be so broken up. Christmas is the one day when these ties should be felt. Let your "boys" know then, for once, at least, that you have a heart in you, reader not always gentle, at your store as well as in

your home. Let them really feel that their interests are yours, if it is only by the warmth with which you hope for them a "merry Christmas" as the shutters go up after the hard work of Christmas week.

THE preparations for the exhibition of the trade at the Centennial are progressing fairly, and all the houses of note are to be represented, except the publishers of the "Centennial Edition" of Bancroft's "History of the United States," and our patriotic friend up at Albany, who waves "The American Flag" and makes a specialty of the American Revolution. We trust the Centennial Committee will give Brother Munsell, and Little, Brown & Co. a good talking to. A single section has been allotted to the Committee for the use of the American trade, and we are sorry to say that is not very satisfactorily placed—almost at the south-eastern corner. But not everybody can have all the best places. To increase the floor-room, Mr. N. R. Monachesi, acting for the Committee, has procured a design for an iron structure which would double the space by giving a second floor, and which it is proposed to erect by subscriptions from the trade. We hope to give a reproduction of this design in an early issue.

THE trade here is getting thoroughly wakened up to the necessity of striking the final blow at underselling, and a lively discussion may be expected as soon as the rush of holiday accounts is over. Several houses have recently refused direct orders from these remaining undersellers, and have then refused to sell the jobbers through whom they ordered, except with the understanding that their goods should not go into these quarters. In one case, where this understanding was refused, it was afterward agreed to, and books were withheld until then, despite a running contract. Some houses are arguing that the responsibility rests upon the jobbing house, while the latter takes the opposite view: in this block, the responsibility is with both, because otherwise it would be a case of Dodson & Fogg. As regards the Messrs. Sheldon's sale, we print a letter from them; there is much criticism of the third off advertisement through the trade, especially as some of the new holiday books are entered in their clearance catalogue, although they do not undertake to keep the new books in stock.

A DISTANT correspondent calls attention to the fact that publishers may not always note the full profit they derive from the use of printer's ink. In his own case, he says he is

frequently led to make orders by their announcements, but not directly from the houses themselves, as he is so remote that expressage is too heavy; "and although a commission has very properly to be paid to the parties through whom I do order, it is yet, under present circumstances, much more convenient, and not quite so expensive as small orders direct would be." He wishes it to be understood that though he is not heard from directly, yet printer's ink tells, even in his case. The extract we have given is also an excellent illustration of the true view of the jobbers' services.

PUBLISHERS should note that the Post-Office Department is so strict in its rulings that even the written insertion of price in editors' copies sent by mail subjects the whole package to letter postage. We have frequently been obliged recently to refuse books thus sent for notice on account of the large extra postage, and we presume others have had like experience.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

From the Messrs. Sheldon.

NEW-YORK, December 20, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: Your editorial with regard to our "Closing-out Sale," in the WEEKLY of Dec. 18th, appears to us to be just and fair, with the exception of your criticism as to the discount of one third off which we named.

We found ourselves, after having been fifteen years in the retail trade, with a large miscellaneous stock of books on hand, which we made very great efforts to sell in one lot.

So desirous were we of avoiding the "closing-out sale" that a purchaser could almost have named his own terms.

Now, will any sensible man say, we should throw away this stock, as we were to move into a store where we could not even find shelf-room for it?

We do not wish to be uncharitable, but we think it safe to say that those who are the most ready to criticise would sacrifice the least in dollars and cents to the reform movement.

The only question is, have we made this sale as unobjectionable as possible, under the circumstances, to our brethren in the trade?

You think we ought not to have named a fixed discount of one third off.

Such a sale as this having been decided on, *something, and something as definite as possible*, must be said to the public to attract any attention.

Suppose we had used the old worn-out expressions, "Books given away," "Greatly reduced prices," etc., etc.; these expressions can be found attached to the advertisements of regular dealers who are "not closing out."

In this case we must have had some rule of selling, by which all about the store would be guided.

In the rush of such a sale, with 15 to 20 men selling, each could not be allowed to fix such prices as he thought best, nor could all the books in such a stock be marked. Suppose we had privately made the rule of one third off to our clerks as their guide, how long would it have taken, do you think, to get out?

All sorts of stories would have been circulated through the bookstores of this city; we would have been accused of selling "the very best books at 40 and 50 per cent discount."

We prefer a course open and above board, and therefore stated openly just what we intended to do.

Aside from this, we feel sure that the discount of one third off has not and will not injure the retail trade of this city to any thing like the extent that exaggerated stories would have done.

It has been fully understood that this was a genuine "closing-out sale," and that nothing would be bought for any customer or added to the stock.

The public would naturally infer that a firm retiring from the retail business, and with only about a month to close out in, would offer books at, or *below, cost*; and as one third off was our best offer, the prices charged at other stores would not seem to them to afford an undue profit, especially when bought in lots and 20 off secured.

The Arbitration Committee are of course at perfect liberty to try our firm as "undersellers."

We should greatly regret to have them decide that we had done an unfair thing *under all the circumstances*.

You may be very sure that no member of our firm would take any part in the deliberation of said committee, or even make a statement to them, unless we were first asked to do so.

We will agree further that we will not "personally abuse them," as the chairman has been abused for a decision of the committee which was unanimous, and as to which, when made, they had no idea whom it would affect.

What we need in this reform business is *moderation*.

Its greatest danger *now* lies from the "hot-headed" and "over-zealous"—the men who abuse those who do not exactly square with their ideas, and will submit to no adverse decision when their own interests are at stake.

Yours very truly,

SHELDON & Co.

Another Protest.

WATERBURY, Ct., Dec. 20, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: I have just received the WEEKLY of December 18th. Read the communication from "Bookseller" (Cleveland).

About an hour ago I had a customer in—an old customer. He looked at books he wanted; he wanted discount; I offered him 20 per cent. "Pooh!" says he; "I can do better than that: on Saturday last I was offered these same books at Sheldon's, New-York, at 40 per cent!"

So I could not sell.

Yours,

WILLIAM PATTON.

A Word for Reform.

CONCORD, N. H., Dec. 16, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: Keep right on battling for the "Reform," and we will all come out right in time. It seems very strange to me that so much has to be written in favor of so self-evident a necessity for the book trade, with it working in good faith all round. I think more good books would be sold, and better stocks would be kept, and booksellers feel that their business might be made to pay. I stick right to it. I am still bothered by undersellers in Boston, but not so much as I might imagine.

Yours, etc.,

E. C. EASTMAN.

BOOKS RECEIVED.

THE LIFE OF JONATHAN SWIFT, by John Forster. Vol. 1. (Harper & Bros.) Mr. Forster's work is one of the most important literary events of the season. It has been received by English critics with the utmost enthusiasm, and greatly praised for the grace and elegance with which it is written, and for the labor Mr. Forster has bestowed upon the unearthing of documents which tended in the least bit to clear up any of the mysteries of Swift's life. Although so much has been written of Swift, this one volume of Forster's, extending over forty-four years of his life, from 1667-1711, offers the most surprising amount of new matter, much of which refutes the slanders so long current respecting the Dean. Mr. Forster aims to give a more favorable explanation to the many apparently strange acts of his life, and to present Swift as a man whose morals were at least no worse than his time. For a thorough understanding of Swift's character and genius the work is invaluable, all its illustrations and incidents being well authenticated; as a specimen of elegant composition it is unrivalled, its smooth sentences evincing all the finish so well known in Mr. Forster's style. The get-up of the volume is noticeably handsome and in good taste, the binding being quite simple and unornamented, but in fine style. 8vo. cloth, \$2.50.

JESUS OF NAZARETH: HIS LIFE FOR THE YOUNG, by Joseph P. Thompson, D.D. (James R. Osgood & Co.) The reverend author displays quite a remarkable and unusual power in the manner in which he places his subject before the mind of the reader. While his language is simple throughout, it never becomes undignified nor weak; nor does he lose sight of the elevated nature of his story, however familiar or real he may be in detail. The work will recommend itself to all classes of readers, from the youth of fifteen or so and upwards, being clear and concise enough for the young, and bearing such evidence of thought and scholarship as to interest the most cultivated

minds. The whole narrative is in the form of a story, viewing the life of Christ from a strictly orthodox point. The volume contains about fifty full-page illustrations which are quite beyond the ordinary run of such embellishments; it is very elegantly and substantially gotten up, and bears the indescribable stamp of freshness and interest which so many books of a religious nature lack. We do not ever remember seeing this beautiful story of the New Testament presented in a style so winning to the sight and the intelligence of the general reader. 8vo, cloth, red edges, \$5.

THE SECRET OF THE ISLAND, by Jules Verne, translated from the French by W. H. G. Kingston. (Scribner, Armstrong & Co.) The conclusion of the story of "The Mysterious Island" will be found in this volume. The wrecked ballooners are, at the opening, still on Lincoln Island, which their ingenuity and industry had turned into a beautiful home. They are discovered and attacked by pirates, and just escape destruction by a miracle. After this they conclude to endeavor to return to America, and begin building a boat, upon which they intend to embark; but before they finish it the most remarkable things occur, among others the finding of Captain Nemo under the sea, where he has been living for three years in his wonderful submarine vessel, the "Nautilus"—the history of which was given in "Twenty Thousand Leagues under the Sea." Very brightly bound and handsomely illustrated. Crown 8vo, cloth, \$2.

HANS BRINKER; OR, THE SILVER SKATES, by Mary Mapes Dodge. (Scribner, Armstrong & Co.) The boys and girls who are not fortunate enough to have read "Hans Brinker" are in luck this year, for nothing could be prettier than this new edition of one of the most charming and popular stories ever written. It contains at least sixty original illustrations, and is very beautifully printed on tinted paper, and is in a most gorgeous binding. Besides presenting a most fascinating story, the author gives a minute and perfect account of life in Holland; adding to her descriptions the embellishment of both pathos and humor. Nothing so intrinsically good and desirable in the way of a Christmas book is now in the market. Sq. 12mo, cloth, \$3.

THE ASBURY TWINS, by Sophie May. (Lee & Shepard.) Victoria and Vandelia Asbury, the twins of this story, determine one depressing January evening to write their memoirs, each one telling the history of the other. The plan is very cleverly and entertainingly carried out, resulting in a book replete with incidents and love affairs which would not run smoothly, and pictures of life abroad, all related with the quaint simplicity of youth and inexperience. The volume belongs to the "Maidenhood Series," and is illustrated by Miss L. B. Humphrey. It can scarcely be called a juvenile, being for the same class of readers for whom "Our Helen" and "The Doctor's Daughter" were written, and with which it is uniform in get-up. Sq. 16mo, cloth, \$1.75.

IN DOORS AND OUT, by Oliver Optic. (Lee & Shepard.) A volume of sketches of everyday life, written by Mr. William Adams some twenty years ago. They were in those days received with a good deal of favor, but we think it somewhat of a hazardous experiment

to reprint them, manners and opinions having made such rapid progress in American life in that time. 12mo, cloth, \$1.75.

THE READING CLUB AND HANDY SPEAKER, No. 3, edited by George M. Baker. (Lee & Shepard.) This selection will be found as choice and desirable for readings and recitations as the previous volumes of the series. They are in prose and verse, and are serious, humorous, pathetic, and dramatic. 50 c.

REMINISCENCES OF FORTS SUMTER AND MOULTRIE IN 1860-61, by Abner Doubleday, Brevet Maj.-Gen. U.S.A. (Harper & Brothers.) The title of this work sufficiently indicates its contents. Every one will follow with keen interest the graphic pictures it gives of the early struggles of our civil war. 12mo, cloth, \$1.

CHRISTMAS IN SONG AND STORY. (Cockcroft & Co.) Among the numerous gift-books out, this volume is conspicuous for its very handsome and substantial get-up, for its typographical excellence, and for the taste displayed in its binding and inside pages. It is a large quarto, red-line, and profusely illustrated by such artists as Doré, Nast, Leech, and Birket Foster. Mr. Gates, the editor, has made a very desirable selection of poems and stories, all having for their subject Christmas-time, and from the pens of Longfellow, Tennyson, Thackeray, Dickens, Irving, etc. This will rank as one of the best Christmas books published. \$7.

SILHOUETTES AND SONGS, edited by Edward E. Hale. (Lockwood, Brooks & Co.) These twelve silhouettes, cut by a little girl of 14 years, Helen Maria Hinds, to illustrate the months of the year, are just as quaint and charming as any thing could be. They display remarkable talent, and create a doubt, almost, of the possibility of so young a child doing such artistic work, but the publisher tells us that he can show the child and the scissors to all doubters. The songs, with three exceptions, are original, and were written for the work by Whittier, Lowell, Holmes, Longfellow, Edward Everett Hale, Rose Terry, Mrs. Stowe, and others. Oblong folio, cloth, extra gilt, \$3, or the designs can be had mounted in a portfolio, \$10.

STATIONERY NOTES.

ROBERT BURNET, 45 Beekman street, is introducing an extraordinary work in the shape of a daily record. The arrangement of this book is far superior for general use as a common diary to those in common use. It is provided with marginal indexes by which any particular day of the year may be found at once, without the trouble of turning leaf by leaf, as in the old style of diaries. It has a series of calendars that make the book good for five years, and as there is a full page for each day, it will in most cases be sufficient for ordinary use that length of time. The contents table shows, besides a Centennial Calendar, Interest Tables, Wages Tables, Rates of Postage, Tables of Weights, Measures, etc., Table of Comparative Statistics, Table showing Difference of Time, Value of Foreign Gold and Silver Coin, prepared by the Director of the U. S. Mint, Secret Cipher Table, and an abundance of general information useful to everybody. Besides its

use as an ordinary diary, it can be adapted to the special use of merchants, physicians, lawyers, farmers, insurance agents, etc. In fact, there is no business or occupation for which it would not in some way be suitable. It is made in the convenient oblong pocket size, bound in leather tucks, and retails for only \$2. It is sold to the trade at \$15 per dozen. These books are sure to sell wherever exhibited. See advertisement in another column, under the head "Agents Wanted."

PERSONAL MENTION.

GENERAL MCCLURG, of Chicago, presents a fine specimen of the clever and versatile man of the West. During the late civil war he was chief of staff to General Jefferson C. Davis. At its conclusion he went into the bookselling business, and became partner in one of the largest and most successful houses of the West—Jansen, McClurg & Co., of Chicago. This firm is thoroughly wholesale in its operations. For instance, it took 2000 copies of General Sherman's "Memoirs," published by the Appletons, and about 10,000 or more of Will Carleton's "Farm Ballads" and recently published "Farm Legends." Of these two books, in about two years, the Harpers have printed nearly 80,000 copies. The "Farm Legends" bid fair to equal the "Ballads" in sales, and the young author is modest, and bears his honors meekly.—*Harper's Weekly*.

MR. CHARLES G. COLLINS, for six or seven years connected with the American News Co., and for some time pleasantly known as second in command in the book department, will succeed Mr. Dunham as head of that branch of the business.

LITERARY AND TRADE NEWS.

THE important international work to be published in London, "The 'Map of Europe' by Treaties, 1814-75," will be in three vols., royal 8vo, pp. 2400, at £4 14s. 6d. It will show the various political and territorial changes which have taken place since the General Peace of 1814. It will contain declarations of war, treaties of peace and boundary, decrees annexing territory, protests, treaties for maintaining the balance of power in Europe, and for the guarantee of the independence and neutrality of certain States, etc.; with a description of the deliberations of European conferences. Numerous notes and colored maps are also added, as well as a copious index. It may be ordered through Sampson, Low & Co.

OUR beloved friend, the *Literary News*, has another competitor in the field: *The Library Table*, just started by Henry L. Hinton & Co., for sale in editions with imprints. The first number, of December 9th, is an eight-page sheet, music size, with covers, and gives, instead of lists, running reviews of the newer books, literary notes, etc. The headings are quite tasteful. Mr. Hinton proposes to issue it semi-monthly.

WE have just received from R. G. Eyrich, Secretary of the Association, the constitution and by-laws of the New-Orleans Booksellers' Association in printed form. They provide

that in cases of underselling the offender shall be at once reported to the publishers of the books undersold and to the jobbers, with the request to them to withdraw discounts accordingly.

A CANADA bookseller writes: "I am to-day in receipt of the new English Reference Catalogue, and am as proud of the possession of this and yours as though somebody had presented me with a new shilling. The indexes in both I have already found of great service."

THE autobiography of the late President Finney is promised by A. S. Barnes & Co.

VERY many novel individual Christmas circulars have been issued this season, by one house and another, and among the most notable is Mr. F. B. Patterson's Christmas *Bookshelf*. It is made up of illustrations from the leading books, and the brightest kinds of extracts, and has no advertising features except in this indirect way. Typographically, it is a gem. A. D. F. Randolph & Co. have issued a suggestive little catalogue of cards tied together with a ribbon, the names of authors or special lines of books in respective departments being given on the several cards.

A WEEKLY journal in the architectural interests of the country, and covering similar ground to that of the well-known English papers, will be started with the New Year by the Messrs. Osgood. Mr. William P. P. Longfellow will have editorial charge, and it is designed to make the paper as national in scope as is practicable in a country of this size, and it has already been accepted as the organ of the American Institute of Architects. Saturday will be the publication day. The subscription price will be \$7.50 per year; single numbers, fifteen cents; and it will be supplied only by the publishers or through the trade, no canvassing agents to be employed. It is to be hoped that the trade, which complains so much of the publishers supplying periodicals otherwise than through the trade, will note and avail themselves of this, and prove to the Messrs. Osgood that their course is a wise one.

CHURCH'S *Musical Visitor* has absorbed the *Song Messenger* of Chicago. The *Visitor* is now very largely circulated, and is one of the few musical journals that have worked up to a paying basis.

AGENTS WANTED.

CANVASSING Agents wanted in New-York and New-Jersey, for a book that every business man will buy. Fifty per cent discount to Agents. Apply, after 3 P.M., at 36 Beekman street, 3d floor.

PARTNER WANTED.

IN a large and flourishing book and stationery house in one of the best cities in the United States. Trade both wholesale and retail, thoroughly established, and rapidly increasing. Character of the house excellent, and in every respect this is a most desirable opening that will bear investigation. Capital needed, \$30,000 to \$40,000. All communications confidential. Address "Merchant," care F. Leyboldt, 37 Park Row, New-York.

OLD BOOKS.

A. H. CLARK, Peekskill, N. Y., buys, sells and exchanges new, second-hand, and shelf-worn School-books. Corresponds with lists of bookspendence, wanted and for sale, solicited.

SITUATIONS WANTED.

A RESPONSIBLE position in the Miscellaneous Book Department of an Importing or Publishing house in New-York, Boston, Philadelphia, or Washington, by a gentleman acquainted with the book business and with the trade both East and West. References given and inquiries promptly answered when addressed to L. T., care of F. Leypoldt, P. O. Box 4295, New-York City.

N. A. SMITH, with George Routledge & Sons, desires a position from the 1st of January, either as Traveler or in the Retail Department of some establishment, either East or West. Has had five years' experience in each position. Address, 416 Broome street, New-York.

E DWIN E. ECKSTEIN, formerly connected with the house of Messrs. Claxton, Remsen & Haffelfinger, would like to make an engagement with a New-York blank-book manufacturing house. Many years' experience. Can influence good trade. Has been travelling in the Middle and Southern States. Prefers to travel. Reference as above. Understands the miscellaneous and school-book business. Address No. 923 North Twelfth street, Philadelphia, Pa.

A N active young man, with a thorough knowledge of the Bookselling business (both wholesale and retail), having fifteen years' experience—the last seven as Buyer of the Miscellaneous Book Department, Salesman, and Traveller in a large Publishing and Jobbing House—desires an engagement. Moderate expectations. Highest references. Address, E. O. N., lock box 2494, Philadelphia.

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SEND FOR SAMPLES.

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Having assumed the agency for the sale of KELLY'S AMERICAN CATALOGUE, we offer them to the trade at the following reduced prices:

Vol. 1, 1861—1866,		Net, \$4 00
Vol. 2, 1866—1871,		" 6 00

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NEW SUNDAY-SCHOOL BOOKS.

Grandmother Brown's School-Days;

Or, Education as it was Seventy Years Ago. By LUCY ELLEN GUERNSEY, author of "Irish Amy," "Opposite Neighbors," "Twin Roses," etc. 16mo, cloth, \$1.50.

What is Her Name?

By Rev. Dr. EDERSHEIM. 18mo, cloth, 55 cents.

Sambo's Legacy.

18mo, cloth, 35 cents; paper, 10 cents.

A Package of Seeds for Young Sowers.

Containing: 1. Hints about planting. 2. Go and do thou likewise. 3. Thou God seest me. 4. The children's call. 5. Seven days a week. 6. The proof of love. 7. Ask, and it shall be given. 8. Redeeming the time. 9. Keep thy heart. 10. A choice of characters. Paper, 25 cents per package; bound in two parts, 25 cents each.

Phil Derry;

The Western Boy who became a Sunday-School Missionary. Full of incidents of life in the West, and showing how new settlements are benefited by the labors of the missionary. \$1.25.

The Mallory Girls;

Or, The Wrong and the Right Way. By CLARA F. GUERNSEY. \$1.50.

The Heiress of the McGregors.

By the author of "Irish Amy," etc. \$1.50.

The Randolph Children.

With illustrations. \$1.

Elmira's Ambitions;

Or, Miss Ross and Her Career. By CLARA F. GUERNSEY. \$1.25.

Nellie West from Ten to Twenty.

By the author of "Gertrude Terry," "The Whole Armor," etc. \$1.

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We have a large lot of books from our "Retail Stock" still on hand.

We must close them out before we move. From January 1st to January 15th, we will sell to any "Bookseller" such books as he may select from our "Retail Stock," (not including our own Publications), AT A DISCOUNT 25 per cent greater than he can buy the same books elsewhere.

We have much desirable and salable stock, both in cloth and in fine bindings, still on hand.

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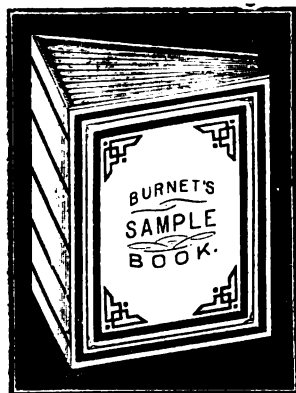
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